A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 17, 1964

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Business Bulletins *from around the world*

AFGHANISTAN—West Germany extends $10 million credit for for Afghan Second Five Year Plan, bringing total credits extended to $60 million.

AID extends $8 million loan to Afghanistan for construction of paved road from Herat to Islam-Qala on Afghan-Iranian border. Road to greatly facilitate trade between Afghanistan, Iran. Bids for construction expected to be issued shortly based on preliminary survey prepared by U.S. Corps of Engineers.

BELGIUM—Union Electric Steel Corp. of Pittsburgh opens new plant at Tessenderlo. Plant to undertake finishing of forged, hardened steel rolls used for cold-rolling of steel, copper, aluminum, and paper-making machines.

Industrial activity fell 7% in May from April level, but was 2% higher than May 1963. Production of petroleum, paper, chemical, electrical industries did not come up to expectations.

DENMARK—Trade deficit amounted to $43.5 million in May, as imports reached $203.5 million, exports $160 million. Import figure, while falling far short of record $249 million recorded in April, was still 4th highest monthly total registered. Trade deficit for 1st 5 months of 1964 totalled $250.8 million, with imports up 21% but exports up only 6% over early 1963. Imports of machinery, transportation equipment, fuel, raw materials were especially high, in response to increased industrial investment, replenishment of inventories. Rise in exports due largely to increase in manufactured consumer goods.

FRANCE—Wrigley to manufacture chewing gum under name L. A. Dreyfus, S.A., capitalized at $2.5 million.

Bowmar Instruments, Acton Laboratories to manufacture in U.S. the French Radio Corporation's line of electronic instruments.

IT&T concludes agreement with General Metrological Co. in France, reportedly one of world's largest producers of measuring equipment.

GERMANY—First National City Bank to open 10th European branch in Berlin. This Branch to be 1st opening of non-German bank in Berlin since World War II.

Cosmetics containing hormones may be subjected to tighter controls under new cosmetics ordinance being drafted in Ministry of Health.

IRAN—Second quarter '64 Oil Consortium payments to Government totalled record $104.9 million. With earnings already amounting to $221.3 million, so far in year which began on March 21, country appears well on way to realizing $450 million in oil revenues estimated in current budget.

JAPAN—Electronics production in 1964 expected to rise 15% over that of 1963, which was valued at $1.7 billion. Television receivers—now found in 8 out of 10 households—still constitute largest single production item, but output of digital computers, other commercial, industrial, military equipment increasing rapidly. Market for U.S. products, which amounted to $65 million last year, remains in highly advanced industrial field.

JORDAN—Opportunities for sale of gasoline-powered vehicles should increase as result of recent decision of Council of Ministers to ban all diesel vehicles from major cities beginning January 1, 1965.

NETHERLANDS—Foreign exchange earnings from tourism topped $207 million mark in 1963, increase of 17% over 1962 returns. Number of tourists from U.S. alone were up 14%.

Value of total imports during January-May 1964 was $2,907 million, up 22% over corresponding period 1963. Although imports from U.S. ($309 million) were 24% higher than preceding year, U.S. share of market rose only to 10.6%, compared with 10.5% in 1963.

PARAGUAY—German-Paraguayan consortium VIAPA plans to build a sugar refinery at the Mennonite colony at Vollendam on the Paraguay River 200 miles north of Asuncion. Total cost about $10 million. 150 persons are to be employed in the refinery, with 1,200 to 1,300 persons employed in cane production.

The Paraguay River level has taken an unseasonal drop which is affecting shipping. Direct passenger ship service between Asuncion and Buenos Aires has been suspended.

PHILIPPINES—International Chemical Industries inaugurates 1st caustic soda manufacturing plant here. Plant capacity is 12,000 mt., of caustic soda, 10,800 mt. of chlorine gas, 3.4 million cubic meters of hydrogen gas. Capacity expected to be increased by 60% in 1965 with installation of additional electrolytic cells purchased from Italian firm. Present domestic demand for caustic soda estimated at 20,000 mt. annually expected to increase sharply with completion of major paper mill in near future.

SWITZERLAND—Retail sales in May were 6.7% over May 1963. Increase per shopping day was 15.3%.

Consumer prices rose 1.3% during first half 1964. Increase in comparable period of 1963 was 1.9%.

Hispano-Suiza and Greek textile firm Tegopoulou to invest $4 million in new cotton mill in Greece.

International Federation of Cotton and Allied Textile Industries (IFCATI) moved its headquarters from Manchester, Great Britain to Zurich. General Assembly of IFCATI will be held in Zurich from October 5-10, at the invitation of the Swiss Spinners', Doublers' and Weavers' Association.

SYRIA—Oliver Tractor Co. reaches agreement with Agricultural Bank for selling 95-horsepower Oliver tractors on 5-year installment plan basis; Agricultural Bank to provide local financing.

UNITED ARAB REPUBLIC—Cotton trading temporarily suspended shortly after opening of trading for 1964-65 crop due to heaviest buying in recent years. Opening prices were substantially above last year's opening prices, only slightly below last year's high closing prices. France, Japan, India, West Germany, in that order, were main western buyers. Policy is to offer to Soviet bloc countries an amount equal to that sold in West.

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grueling mission

Almost from the time they arrived in London members of the Missouri trade mission to Europe began to find sales prospects as they met with 200 British businessmen in manufacturing, finance and tourism. This initial success set the tone for the 3-week trip, with one member of the group calling it "hard and grueling work." The group is back in the U.S. now, optimistic about sparking business. See pages 7-10 for their report.

International Commerce

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3 More than $6 million in gross sales anticipated by group of U.S. firms selling intangible product of education through U.S. correspondence schools

4 Liquid brimstone makes trans-Atlantic debut; $17-million program uses two specially built tankers and terminal facilities at Rotterdam

5 U.S. exports reach all-time high of $24.5 billion in first half of 1964; imports rise less sharply but also set record; trade surplus increases

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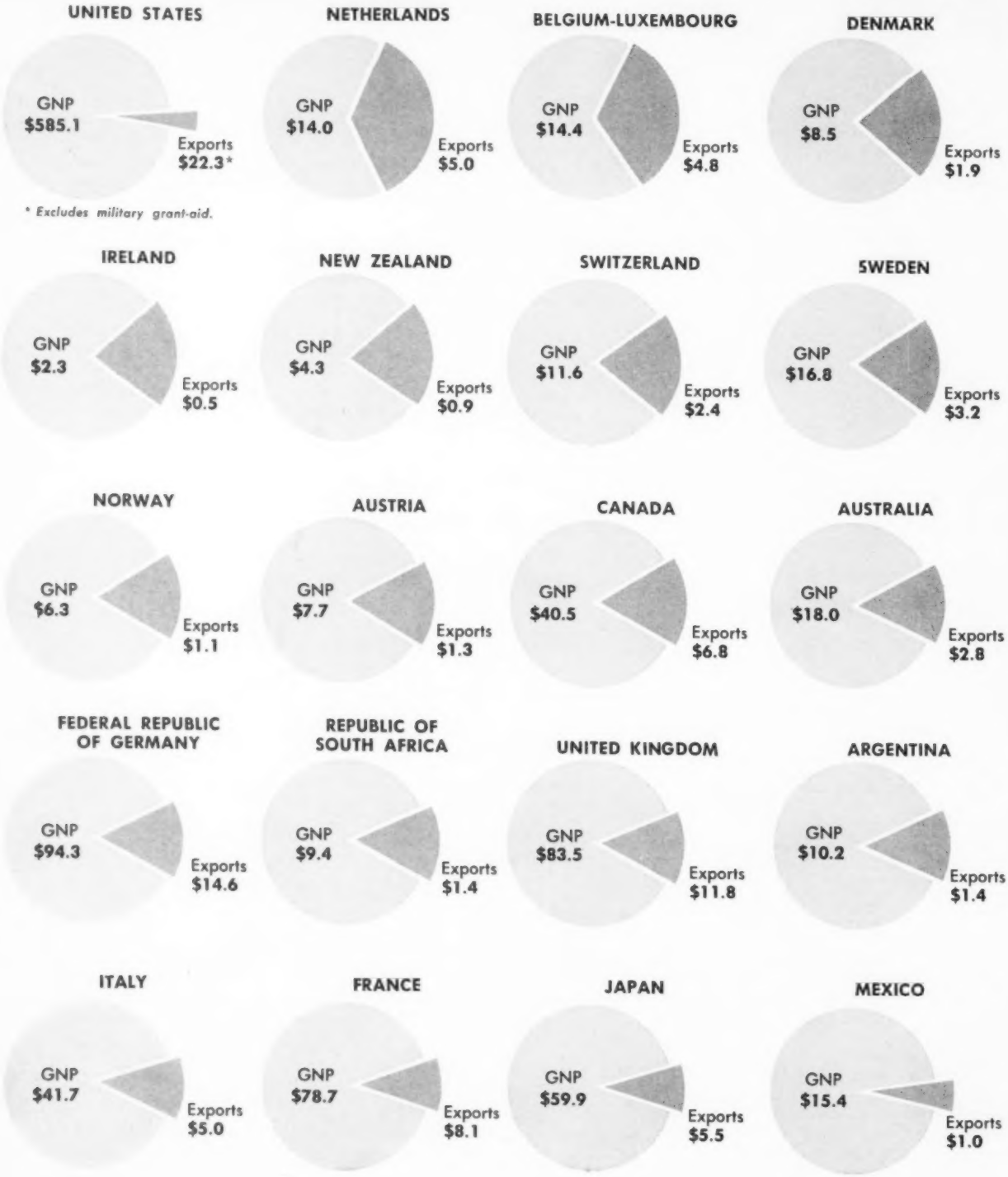
Netherlands leads in exports as percent of GNP

In billions of dollars



* *Excludes military grant-aid.*

U.S. percentage of exports to GNP only 3.8%

Netherlands exports 35.7% Canada 16.8%; Mexico 6.5%

Of 20 major trading countries of the free world, the United States exports a smaller percentage of its Gross National Product than any of the other 19. The U.S. 1963 GNP was reported to be 585.1 billion dollars, but U.S. traders sold only 22.3 billion dollars worth of U.S.-made merchandise (excluding military grant-aid) outside of the U.S. that year.

While U.S. exports have been moving up since last September, and are now on a higher plateau than last year's 3.8 percentage figure would indicate, the Bureau of International Commerce has prepared some startling comparisons between the U.S. position and that of the other 19 trading countries.

The International Trade Analysis Division, BIC, has compiled the figures used in this comparison from information gathered by the International Monetary Fund, *International Financial Statistics*, and official national publications of the countries concerned. The comparison of exports of each of the countries, as a percentage of the Gross National Product, is graphically portrayed by the pie charts on the opposite page.

Not shown on the opposite are the following percentage comparisons:

Total GNP for all of the European Economic Community in 1963 was 243.1 billion. Total exports were 37.5 billion. Exports as percent of GNP 15.4.

The GNP for EEC, U.K. and Japan totaled 386.5 billion, exports 54.9 billion and export percentage was 14.2.

The total GNP for all countries shown on page 2, excluding the U.S. was 537.5 billion, total exports were 79.6 billion and export percentage was 14.8.

If the United States is included, the total GNP jumps to 1,122.6 billion, the total exports climb to 101.9 billion, but the export percentage drops to 9.1.

On page 5 of this issue will be found a report on the U.S. export picture at the end of the first half of the year, prepared in the International Trade Analysis Division of the Bureau of International Commerce.

Exporters teach a lesson abroad

A group of U.S. firms reports an anticipated gross of more than $6 million this year exporting a product that makes the world a better place although it can't be weighed, measured or boxed.

While "operating at a reasonable profit," they say, they are contributing to the development of export opportunities for other U.S. firms with far more tangible offerings for world markets.

The intangible is education—technology, know-how, expertise, call-it-what-you-will. The purveyors are U.S. correspondence schools.

The history of correspondence schools accredited by the National Home Study Council, a private agency which regulates such schools, is rooted in the 19th Century. One of the schools under the NHSC banner went overseas in 1908.

Enrollment zooms

But enrollment of foreigners in U.S. correspondence school courses has shot up by the thousands in the last 4 years. As of the end of 1963, NHSC member schools had overseas enrollments totaling almost 70,000. For 1964, they predict increases ranging from 10 to 50%.

With the rise in enrollments comes a surge of business for an allied industry—manufacturing the kits that are part of the instructional material in many of the correspondence-school courses. These include kits of tools, patterns, unassembled electronic gear and testing apparatus for electrical equipment.

Why the unparalleled foreign interest in U.S. correspondence-school training, when so many foreign countries have thriving correspondence schools of their own? Hal V. Kelly of NHSC headquarters in Washington offers these reasons:

In many instances, U.S. technology is much more advanced. Specifically, this is true in the engineering and communications fields in the British Isles, which supply more correspondence-school students than any other area—an estimated 25% of the total.

There's a shortage of trained technicians to support engineers and scientists. It is particularly acute in England.

In the underdeveloped countries, there is a growing desire to learn a wide variety of basic skills. As an example, some of the courses most popular in Latin America are surveying, mapping, carpentry, dressmaking and languages. Students in Asia and Africa want to learn how to operate technical gear and carry on home crafts.

U.S. schools attract students abroad the same way they do at home—by advertising, principally in trade publications and newspapers and by direct mail. Most of the advertising copy is prepared by overseas agencies. Kelly said 8 to 10% of tuition received goes into advertising.

Of the 65 schools accredited by NHSC, 4 do most of the overseas business. The oldest and biggest is International Correspondence Schools of Scranton, Pa., which last year claimed an enrollment of 56,133 students in 24 lands.

Also operating abroad are Capital Radio Engineering Institute, Washington, D.C.; National Technical Schools, Los Angeles, Cal., and Famous Artists Schools, Westport, Conn.

In most cases, Kelly said, the job of distributing instructional materials, grading papers and collecting fees is handled through branch offices abroad. For example, the Pennsylvania school's instructional department in London serves students in the United Kingdom, Ireland, the Middle East and parts of Africa.

Used in U.S.

Practically all courses offered to foreign students already are in use in the U.S., Kelly said. Students who know English have a choice of more than 600 subjects. Scores of courses have been translated into Spanish and Portuguese and some have been translated into French and Italian.

Kelly said a number of courses must be re-edited into the terminology of the countries in which they are offered. This work, as well as the translation, is done overseas, where wage scales and production costs—including printing—are lower than in the U.S.

"Devaluations of currency and freezing of foreign capital do occur, and the parent school needs sufficient funds to weather political and economic storms in the more unstable countries," he said.

"However, schools generally do get their earnings out—except when a revolution occurs, such as the one in Cuba."

Liquid brimstone is hot item now

By Z. W. BARTLETT
Freeport Sulphur Co., New Orleans, La.

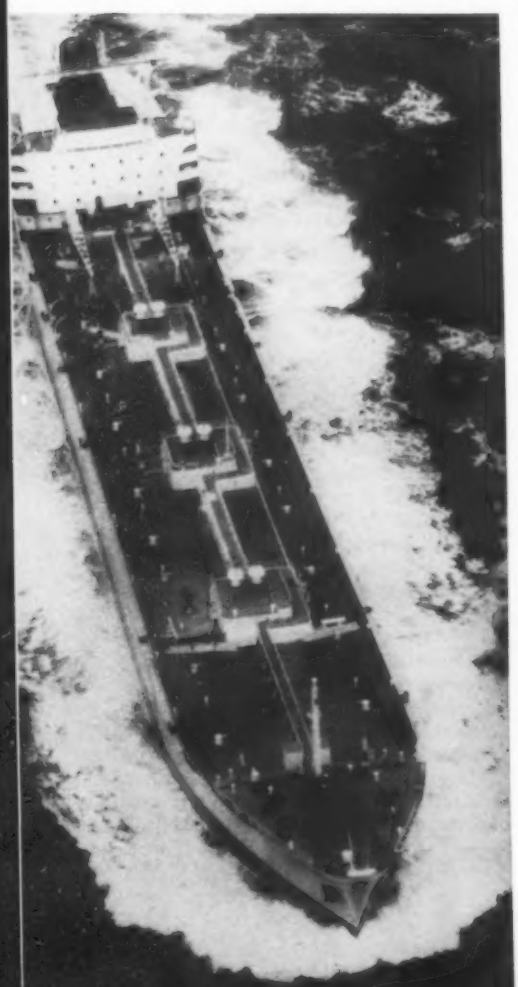
A new cargo in new carriers, made its debut in trans-Atlantic trade this year. For the first time, liquid brimstone (elemental sulphur) is being shipped to European markets from the sulphur mines of the U.S. Gulf Coast.

The $17 million export program, utilizing two specially built tankers and terminal and delivery facilities at Rotterdam, is sponsored by Sulphur Export Corp. (Sulexco), through which U.S. producers sell sulphur abroad under the Webb-Pomerene Act.

Sulexco members include Freeport Sulphur Co., Texas Gulf Sulphur Co., Duval Sulphur & Potash Co. and Jefferson Lake Sulphur Co.

Sulphur and its chief derivative, sulphuric acid, are used in the manufacture of fertilizer, chemicals, paints, pulp, paper, rayon, rubber, iron and steel.

SULPHUR AT SEA: Loaded with liquid brimstone for Europe, M/T Naess Texas leaves Gulf of Mexico



Long-selling

Produced in practically pure form from the Frasch-process mines of Louisiana and Texas, it has long been shipped world-wide as a solid. Customers prefer it as a liquid, however, since they normally use it in that form and must remelt the solid variety.

In addition, liquid delivery facilitates handling, eleminates dust losses and minimizes the possibility of contamination of the product en route or in storage.

While liquid delivery has become commonplace in the domestic market in the last few years, no trans-Atlantic service existed until Sulexco pioneered it with an initial delivery to Rotterdam June 1.

The twin-sister ships for the trade—M/T Naess Texas, launched in December, 1963, and the M/T Naess Louisiana, launched last June—are the first to be designed from the keel up for liquid sulphur transport.

Both can carry 25,000 long tons, are 620 feet long and almost 85 feet wide at the beam, with a speed of 16 knots. Each carries her cargo in four tanks heated by steam coils to keep the sulphur at 260-270 degrees Fahrenheit, well above its solidification point of approximately 240 degrees.

The Texas made the inaugural June delivery to Rotterdam. She will be joined in trans-Atlantic travel by the Louisiana in November.

Back and forth

The two tankers, each capable of delivering about 275,000 tons a year to Europe in 11 round trips, will take over a substantial portion of America's export trade in sulphur.

In the last 2 years, exports to markets other than Canada, Cuba and Mexico have totaled about 1.4 million long tons annually, or about a quarter of total U.S. production. In 1963 the largest markets were the United Kingdom and India, which took some 250,000 tons each, while Brazil replaced Canada in third place.

The tankers' terminal, newly built in Rotterdam's Botlek harbor development, has a liquid storage capacity of 48,000 tons. Throughput in 1965, the first full year of operation, is expected to be 450,000 tons.

From Rotterdam, the liquid sulphur will be shipped to Dutch and Belgian customers via three self-propelled barges of 1,600-ton capacity each and by road tankers to other European customers. The terminal also can store up to 250,000 tons of solid sulphur for delivery to customers in conventional bulk carriers.

Secretary's message

Formal dedication of the terminal took place on July 3, coincident with the second arrival of the Naess Texas at Rotterdam. At the time, Secretary of Commerce Luther H. Hodges commended sulphur's role in the export expansion program.

In a message to Paul W. Douglas who, with Ernest A. Graupner, is joint managing director of Sulphur Export Corp., the Secretary said:

"This occasion, as well as Sulexco's plans to open a second terminal in Dublin, symbolizes the United States sulphur industry's recognition of the importance of meeting the competitive challenges of foreign producers in a steadily increasing drive for European markets.

"Sulexco's plans to use 2 new 25,000-ton capacity tankers, the world's largest liquid sulphur tankers, further illustrates the industry's vigorous efforts to increase its annual share of the world market.

"The Sulphur Export Corp., is to be congratulated for its contribution to our nation's export expansion program."

Congratulatory messages also were received from Gov. John J. McKeithen of Louisiana and Gov. John B. Connally of Texas, whose states produce practically all the sulphur going into export channels.

the author

Z. W. BARTLETT

Z. W. Bartlett is vice president of the Freeport Sulphur Co., of New Orleans, La. and a member of the Louisiana-Mississippi Regional Export Council. He was born Dec. 11, 1907, in Marlin, Texas, was graduated from Texas A. and M. in 1929, joined Freeport in 1930.

U.S. exports, imports at peak in first-half of this year; trade surplus adjusted rate increases

At seasonally adjusted annual rate, exports reached $24.5 billion; imports, rising less sharply, $18 billion

U.S. exports (excluding military grant-aid shipments) spurred by the U.S. trade expansion program and by buoyant world demand, reached a new high of $24.5 billion at a seasonally adjusted annual rate in the first half of 1964. This represented an increase of 15% over the comparable period of last year and of 5% over the last 6 months of 1963.

Imports, although not rising as sharply, also set a record for the period of $18 billion at an annual rate.

As a result of these differing rates of expansion in exports and imports, the U.S. trade surplus rose to a seasonally adjusted annual rate of $6.5 billion in the first half of 1964. This rate exceeded that of January-June 1963 by $1.9 billion and that of July-December by $0.9 billion.

U.S. exports last year began to move strongly upward in September, reaching the $2 billion level for the first time in December. Since that month, they have remained on a high plateau. Imports, in contrast, rose to a plateau after June of 1963; then, beginning with March 1964, they moved upward to a new level about 5% higher than the preceding 8 months' average.

Nonagricultural exports set pace

Both agricultural and nonagricultural exports rose sharply in the second half of 1963. In the first half of 1964 agricultural gains were slowed somewhat while sales of nonagricultural products continued to expand vigorously.

Of the 17%, or $1,2 billion, rise in nonagricultural commodities this year over January-June 1963, more than one-third reflected increased shipments of machinery. Gains in foreign sales were realized in most major types, with agricultural equipment showing the largest increase in value. Shipments of new cars, especially to Mexico, and of cars for assembly, primarily to Canada, also expanded significantly.

An improved competitive position together with strong foreign demand—particularly in the United Kingdom where a major mill was closed by a strike in the early part of the year—led to a one-quarter increase in exports of iron and steel products in the first half of this year. The 22% rise in shipments of paper and products stemmed primarily from expanding foreign purchases of U.S. packaging materials.

Exports of chemicals, which were up $158 million from the first half of 1963, have been steadily rising over the past several years. This year's increase was due in large part to an expansion in shipments of organic chemicals and plastic materials. The continuing development of new products by U.S. firms and the availability of intermediate materials in this country have been principal factors contributing to the expansion of chemical exports.

As a result of the strong rise in U.S. exports in the second half of 1963, 1964 gains over that period were, for the most part, smaller than those mentioned for the first half. One exception was machinery, where exports in the two halves of 1963 were about the same in value. Beginning early in 1964 machinery shipments began to climb, and for the first half, they totaled about 16% above both periods of 1963.

Exports of agricultural products, which had remained relatively stable during 1961, 1962, and the first half of 1963, rose abruptly in the latter half of last year and continued to expand, but at a slower rate, through June 1964. The expansion from the first to the second half of 1963 stemmed especially from more than seasonal gains in exports of tobacco, soybeans, corn, and fruits and vegetables.

The principal agricultural changes so far this year, compared to the first half of the previous year, occurred in wheat and cotton. Exports of wheat rose by $188 million to a total of $833 million. The exceptional purchases by the U.S.S.R. accounted for three-fifths of this gain.

Renewed demand for U.S. cotton, following the low point in the latter half of 1962, continued through the first half of this year and contributed significantly to the rise in agricultural exports. A new cotton support program, introduced in 1963, which permitted CCC stocks to be sold at world prices, led to a one-third rise in our cotton exports this year over the preceding period.

Shipments of meat, in response to a special promotional drive and strengthening European demand, rose by 42% to $91 million in January-June 1964 over the same months of last year.

Imports rise more slowly

U.S. imports of foreign goods, which had remained relatively stable at the 1962 level in the first half of 1963, moved up strongly in value during the second half of last year. Since then, despite a

U.S. trade in 1963 and January-June 1964

(Millions of dollars, seasonally adjusted)

1964	Exports, excl. military grant-aid	General imports	Export surplus	Annual rate: Exports, excl. military grant-aid	Annual rate: General imports	Annual rate: Export surplus
January	2,037	1,422	615	.....	.....	.....
February	2,029	1,445	584	.....	.....	.....
March	2,078	1,523	555	.....	.....	.....
April	2,046	1,542	504	.....	.....	.....
May	2,052	1,548	504	.....	.....	.....
June	2,004	1,506	498	.....	.....	.....
January-June 1964	12,246	8,986	3,260	24,492	17,972	6,520
January-June 1963	10,653	8,334	2,319	21,306	16,668	4,638
July-December 1963	11,637	8,827	2,810	23,274	17,654	5,620

U.S. trade in selected commodities, by half years 1963-64

(Values in millions of dollars)

Commodity	1963		1964	Percent change from	
	Jan.-June	July-Dec.	Jan.-June	Jan.-June '63	July-Dec. '63
U.S. exports					
Total, excl. military grant-aid	10,854	11,434	12,503	+15	+ 9
Domestic (excl. "special category")	10,002	10,737	11,709	+17	+ 9
Nonagricultural	7,385	7,769	8,600	+17	+11
Agricultural	2,617	2,968	3,108	+19	+ 5
Machinery	2,522	2,544	2,954	+17	+16
Power generating machinery	199	179	211	+ 6	+18
Agricultural machinery	306	300	400	+31	+33
Electrical apparatus	527	556	612	+16	+10
Automobiles and parts for assembly	326	366	428	+31	+17
Chemicals	920	1,002	1,078	+17	+ 8
Iron and steel mill products	244	270	306	+25	+13
Textile yarn and fabrics	240	251	289	+20	+15
Coal	204	278	220	+ 8	−21
Wheat	645	686	833	+29	+21
Corn	274	316	299	+ 9	− 5
Soybeans	209	263	253	+21	− 4
Cotton	278	309	370	+33	+20
U.S. imports for consumption					
Total	8,137	8,868	8,921	+10	+ 1
Machinery	487	517	562	+15	+ 9
Power generating machinery	13	34	55	+320	+62
Agricultural machinery	89	58	93	+ 5	+60
Automobiles	227	218	266	+17	+22
Iron and steel mill products	263	338	337	+28	−(*)
Textile yarn and fabrics	352	327	342	− 3	+ 5
Cotton fabrics	59	52	50	−15	− 4
Clothing	159	235	177	+11	−25
Petroleum and products	895	868	942	+ 5	+ 9
Food	1,609	1,790	1,710	+ 6	− 5
Coffee	433	524	597	+38	+14
Sugar	270	341	199	−26	−42
Beef	131	175	122	− 7	−30

(*) Less than one-half of 1 percent.

continuously expanding economy, imports have risen more slowly, reaching a peak annual rate of $18 billion in the first 6 months.

About three-fourths of the gain in imports in January-June 1964 over the first half of 1963 was in semi- and finished manufactures. These products have been accounting for an increasing share of our total imports in recent years. Leading the advance this year were nonelectrical machinery, iron and steel mill products, copper and aluminum, and automobiles.

In the machinery group, the principal rise over the first half of 1963 was in power generating equipment and over the second half, in agricultural machinery. Imports of iron and steel mill products were more than one-fourth higher in value in January-June 1964 than in the first half of last year, but they did not exceed second half levels.

The failure of imports to rise over the latter part of last year may indicate that U.S. producers are now competing more vigorously for that part of the domestic market which has been of interest to foreign exporters. The rise in copper imports reflected increased industrial demand as well as hedge buying, primarily during the first quarter, in anticipation of the March price increases.

Purchases of foreign automobiles continued to expand in the first half of 1964 over the two halves of 1963. Although such imports are not expected to equal the 1959 postwar peak when 668,000 units were imported, there are strong indications that 1964 purchases will exceed the 409,000 units delivered in 1963.

Cotton fabric imports dropped significantly in January-June 1964 compared to the same period of 1963.

Imports of foodstuffs in the first half of this year rose by 6% over the first half of 1963, but declined from second half 1963 levels. The changes stemmed primarily from contrasting movements in coffee and sugar. Coffee imports rose in quantity during the last half of 1963 by 16%. With U.S. inventories at the end of the year at their highest levels since 1945, the quantity of coffee imported dropped in the first half of 1964. The value of U.S. imports, however, continued to expand as prices moved sharply upward.

Ample stocks of sugar, as well as increased competition from other sweeteners, led to a decline in sugar imports in the first half of 1964 by over 40% compared to July-December of last year.

Beef imports, which had tripled from 1958 to 1963, fell by 30% in the first 6 months from the July-December peak, primarily as a result of the implementation of a system of voluntary controls adopted in February 1964 by Australia and New Zealand and a shift of meat shipments by these suppliers to Western European countries.

Trade surplus grows

U.S. exports to both the developed and less developed countries in the first half of 1964 rose much more rapidly than our purchases from these countries in both halves of 1963. This differential resulted in a trade surplus through June of 1964 of about $5 billion at an annual rate with developed nations and of $1.5 billion in rate with the less-developed nations.

Compared to the first and second halves of last year, sales to Western Europe have been significantly larger. imports from Europe this year did not rise above the previous 6-month level.

Exports to Japan, consisting primarily of crude materials, food, and machinery, continued to expand in all three half-yearly periods, but imports in the first half fell from their July-December peak of $807 million.

Expanding consumer income and continued gains in business activity in Canada contributed to increased purchases of U.S. products in the first half of 1964.

Missouri Trade Mission returns from Europe optimistic about success in sparking business

Governor Dalton and his group visit Great Britain, Netherlands, Germany, Switzerland, Italy, France on State-organized tour approved by Department of Commerce

When Governor John M. Dalton and his Missouri Trade Mission returned to their state early this summer, they were optimistic about the success of their just-completed tour to six countries of western Europe.

The Mission, organized by the Commerce and Industrial Development Division of Missouri, carried the official approval of the U.S. Department of Commerce. Members paid their own expenses.

That the business-getting Mission would be a success seemed certain after only the first 3 days, in London, where Governor Dalton and Missourians representing industry, agriculture, labor, tourism, banking, and business were enthusiastically received by British groups.

Although many with whom the members had appointments wanted to sell to the State, the majority were interested in buying the products of Missouri manufacturers and farmers, the Mission reports.

Rings up sales

Actual business started almost immediately. In London, the group met with more than 200 British businessmen in manufacturing, finance, and tourism. Some specific export contracts were consummated.

One example of the success of the mission was the experience of Ralph Martin, President of the Cook Chemical Co., of Lee's Summit, Mo., who sold 60,000 plastic dispensers to a large British cosmetic firm. If the dispenser is successful, this Missouri firm will supply millions of this one item to the British. Martin also sold a furniture polish manufacturer 100,000 sprayers for their product and another firm a like amount for dispensing windshield cleaner at service stations. Governor Dalton said many British firms were compiling lists of companies in Missouri they wished to contact for the purpose of exporting and importing products.

In the first days of the tour, the Mission met with more than 50 members of the Western Hemisphere Exports Council. A number of businessmen came from Scotland and Wales to discuss possibilities and arrangements.

The group also was hosted by a large delegation from the London Chamber of Commerce, which has nearly 12,000 members. The section that met with the Missouri group represented those firms which do business in the United States. Individual members of the Mission were invited to meet with British firms.

The British were eager to know more about Missouri—its industrial, agricultural, and consumer products as well as opportunities for trade with the State. Many inquired about the possibility for plant expansion.

Amsterdam, and Rotterdam with one of the world's busiest harbors, gave the Missourians a chance to study at first hand the many opportunities which exist for trade between Missouri and the Netherlands. The general impression was that the Dutch are astute and capable in all areas of business and that there will be a great deal of future trade between the State of Missouri and Holland.

Interest in tourism

Rome, Zurich, Bern, and Frankfurt were the next stops. In Rome, promotion of Missouri's tourist and recreational potential was particularly successful. Similar meetings in London and Paris were also well received. In Frankfurt, the group visited the U.S. Trade Center, one of five throughout the world promoting the sale of U.S. products abroad.

The tempo of the Mission increased as it arrived in Paris. The U.S. Consul General in conjunction with the American Chamber of Commerce in Paris scheduled 140 business appointments for the delegation during a 2-day period; 138 of these appointments were kept. Five interpreters were busy keeping up with the demand.

One member of the group summed up the mission in this manner: "A State trade mission to a foreign country is a group of men who go for the express purpose of promoting mutual, advantageous trade between the State and the countries they visit."

"It was hard and grueling work," he said. "Business meetings started over the breakfast table and lasted until the late evening hours."

The Missouri Commerce and Industrial Development Division estimates that individual interviews between mission members and European businessmen during the 3-week tour reached nearly 300. The Division is still receiving letters

LOOKING OVER DISPLAYS: Some of the members of the Missouri Mission visited the U.S. Trade Center in Frankfurt, where they gathered information for exhibiting their State's products in future shows.

from European manufacturers who were unable to communicate with the Missouri businessmen during the tour. Members of the mission are in general agreement that the European markets hold great promise as an outlet for Missouri-produced goods, but that continuing efforts will be required to fulfill Missouri's potential as an exporter. The delegation points out that it may take a year or even 2 years for the full value of the Trade Mission and its subsequent programs to be realized.

European prosperity seen as chance for more sales

State Senator Thomas W. Woolsey of the 33rd Senatorial District of Missouri, who accompanied Governor Dalton and Missouri businessmen on the Trade Mission to Europe, said that Missouri has been exporting about a quarter of a billion dollars worth of agricultural products—approximately 19% of the State's annual production from this source—each year to western Europe. Exports excluding agricultural products provide Missouri citizens with about 15,000 full-time jobs a year.

As western Europe's economy is booming and as its nations have to import food, Senator Woolsey points out, it is hoped that the Missouri Trade Mission's efforts will increase purchases from the State.

Also as a result of its unprecedented prosperity, western Europe's imports other than food are increasing and its people are now traveling abroad.

Missouri businessmen gain 812 potential European outlets for export products

More than 200 business proposals of firms within State distributed in Europe; list of potential European customers mailed to producers

Missouri businessmen gained 812 new potential outlets for their products in Europe as a result of the Trade Mission's trip, according to member Wm. A. McDonnell. Mr. McDonnell is chairman of the board of the St. Louis–San Francisco Railroad Co. and acting chairman of the Commission of the Missouri Commerce and Industrial Development Division.

McDonnell said the mission found that the people in Europe have the money to spend for U.S. products and the European business community is eager to supply those products.

The Missouri Trade Mission was well received, he explained, especially in France where interest is strong in food products, pharmaceuticals, and electrical equipment. One French businessman expressed his interest in air conditioners to be sold in Africa as well as in France.

The Commissioner announced that immediately upon the return of the Mission from Great Britain, the Netherlands, Switzerland, Germany, France, and Italy, the Division of Commerce and Industrial Development tabulated potential European customers. The list was mailed to Missouri firms interested in the export business.

A total of 279 interviews were recorded during the mission visit. Of the total, 207 produced possible sales, licensing agreements, or joint manufacturing agreements. There were 714 requests for information on 160 of the 212 business proposals listed in a booklet prepared by the Division of Commerce. The booklet listed all Missouri producers who responded to a Division survey indicating they were interested in exporting their products to Europe.

There were 98 requests for information on products not listed in the booklet. The Commerce Division notified producers of these items of the potential market. Food products including frozen pork, canned or frozen beef products, and some vegetable oils were of the greatest interest to the Europeans, McDonnell said. Chemicals, field products, electrical machinery—especially air conditioners, and electrical research components also attracted attention.

ROTTERDAM HARBOR: Dr. Thomas Beveridge (left), Missouri geologist, and James Stephens (right), Missouri Public Service Company, both members of State's mission, inspect one of world's largest seaports.

Changing European living habits broaden market

Interest in do-it-yourself items, food products, sportswear, other consumer goods

If manufacturers in Missouri and throughout the Nation are interested, they can step into a tremendous market in Europe, the State's Trade Mission reports.

Of great interest on the tour was the fact that in France the do-it-yourself idea is blossoming. Frenchmen are moving to the suburbs. They now have lawns and gardens of their own. They need lawn mowers, rotary tillers, and garden tractors. These items are manufactured in great quantities in Missouri. In the city of Paris, alone, the mission had 144 individual conferences with Frenchmen. Many of them were interested in these do-it-yourself items.

Although many companies in Missouri make lawn mowers, the number of

FUN IS BUSINESS: Governor Dalton (second from left) tells 3 French travel officials that Missouri is fine place for both vacation and business.

manufacturers in Europe is more limited. The Mission found one manufacturer located in Holland unable to supply the demand in his area.

One French importer wanted to make an immediate connection with a maker of barbecue sauces. "Your American catsup made a big hit in France and now, I think, we are ready for barbecue sauces," he said.

There were dozens of inquiries about pork products, hams, bacon, and sausage, and also interest in men's and women's sportswear. Although France and Italy lead the world in high fashion, European clothes buyers look to the United States for sportswear. Missouri has more than 60 such manufacturers—who could export their products to Europe.

There were also many requests for information on window air conditioners, automobile air conditioners, and hundreds of electrical products, soybeans, corn, hardware, chemicals, consumer products of all kinds.

Missouri manufacturers can sell in Europe, and sell in quantities. Western Europeans are prosperous and ready to buy, the Mission says.

Missouri expects tourist influx from overseas

Mission finds interest high, offers moderate-priced tour

Hundreds of European vacationers may visit Missouri in 1965, the State's Trade Mission reports, as a result of their visit abroad.

At least one British travel agency will feature pictures of Missouri in its promotion literature for 1965 tours to the United States.

Ben Parnell, Jr., a banker of Branson, Mo., and Gerald R. Massie, of the Missouri Commerce Division, were the members responsible for tourism. Following a presentation by the Trade Mission to a group of British travel and tour agents, Parnell announced that an agency had requested color photos of the State to be used in material it presents to prospects.

One big drawback to travel in the United States by Europeans is the expense. Although they want to see the wide-open spaces, lakes, and mountains, they usually confine their trips to the large cities in the East for financial reasons, the Mission points out.

To offset this, Governor Dalton told the British travel group, "We have everything in Missouri that your clients want to see and we have them at prices your people can afford to pay."

The travel people in Europe were impressed with the colorful Missouri vacation literature distributed by the entourage. They were especially interested in a special tour of the State, on an economical basis, prepared by the Missouri Division of Commerce and Industrial Development. Some of the European agents asked for 2- and 3-days tours for groups which travel from coast to coast.

Tourist travel is Missouri's third largest industry and is expected to exceed $400 million in 1964. Governor Dalton has stated that he would like to see it become a billion dollar industry and if the Missouri Trade Mission is successful, European tours will help the State reach that goal.

AT PACKING PLANT: Two French visitors inspecting carcasses hanging on rails in coolers of a Missouri packing plant are interested in purchasing substantial amounts of beef. The buyers explained that the Frenchman, who spends about 40% of his income for food, prefers lean rather than marbled meat.

French buyers of meat visit Missouri; interested in immediate beef purchase

Company also in market to buy substantial amounts of pork and inedible lard; additional orders seen over next 3 years

Just after the Missouri Trade Mission returned to their state, two French buyers of beef, Edward Baumgarten and Pierre Petit, visited Missouri beef processing plants. The Frenchmen, representing Dory & Co. of Paris, one of the largest independent importers of meat products in Europe, expressed keen interest in the purchase of some 30,000 tons of Missouri beef in the immediate future. As much as 50,000 tons annually during the next 3 years may be exported from Missouri to France.

Olen Monsees, president of the Missouri Farm Bureau Federation and a member of the Mission, had encouraged the French buyers to visit Missouri. The prospect of selling meat to foreign buyers represents an excellent opportunity for Missouri farmers and packers of meat products to expand their marketing potential.

The beef purchase which is being negotiated is believed to be only the beginning of what possibly lies ahead in exports from Missouri farms, the Mission says. The two French buyers also expressed interest in purchase of substantial amounts of pork and inedible lard.

The French buyers walked along lines of carcasses hanging on rails in coolers and quickly pointed to the meat that would suit their purpose. French taste differs somewhat from that of the U.S. housewife. During a visit to one plant the buyers indicated that about one in 50 of the carcasses they saw would suit their demands.

Those that fitted their needs were lean as contrasted with the finely "marbled" meat in demand on the U.S. market.

Many beef cattle coming to the markets are referred to as "2-way" cattle. That is, they may be slaughtered at once or go to feed lots for further finishing. In recent years, for the U.S. table, the latter practice has generally prevailed.

One of the French buyers said, "It is understandable that in every animal the quality starts at zero. It continues upward as it is being fed to what you Americans call choice or prime. Therefore producers of beef in Missouri could furnish us the grade we need by stopping grain feeding at the required point."

Veteran Commerce attorney to head Board of Appeals

Job goes to Nathan Ostroff, Yale grad and Department staff member

Nathan Ostroff, a veteran of almost 20 years as a Department of Commerce attorney, has been named chairman of the Department's Appeals Board.

NATHAN OSTROFF

The Board is a 3-man body set up to hear appeals from decisions by Department officials in such matters as export license denials, suspensions of exporters accused of violating the Export Control Act and denials of permits to import foreign excess property.

The Board also has jurisdiction in disputes under procurement or construction contracts.

The Board is composed of the chairman and two members selected from a panel of Department officials.

Ostroff is a graduate of Yale College and the Yale Law School. He joined the Department in 1945 as assistant general counsel of the Office of International Trade, predecessor of the Bureau of International Commerce.

From 1951 to 1961, he served as chief counsel of the office, then was named deputy general counsel for the Department. In April, 1963, he was named deputy commissioner of the U.S. Commission to the New York World's Fair.

Ostroff is a member of the Connecticut, District of Columbia and Federal bar associations, the Academy of Political Science and the American Society of International Law. He holds the Department of Commerce Meritorious Service Award.

ADEN

A new economic summary covering economic and commercial developments in Aden during 1963 is available on loan from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Bob Hope discusses balance of payments

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Flight 9, Continental Airlines—He was where you would expect, 26,000 feet in the air, travelling across country. Bob Hope was attired in light tan clothes, suede shoes, with a dark blue handkerchief sneaking from a breast pocket. His collar was loose and a harbor for a contrasting tie insecurely knotted so one end reached his chest and the other half touched his thigh.

Hope is the United States best known export, bringing home each year an American Express bag full of dollars from abroad.

"The only balance of payments I know anything about," he said, "is with Bing on a golf course."

En route to a fund raising dinner for the Kennedy Memorial Library, pinch hitting for recovering Senator Ted Kennedy, Hope said: "The entertainment business has successfully gone overseas. Why doesn't everybody? Japanese prices?"

Hope was reminded attractive Japanese girls had not hindered U.S. actresses in overseas competition, but that both nations had done well internationally.

"One thing," he said, "when you want to sell something, you have to be there. You have to be where the market is and get on the scene. Motion pictures still need the people acting in them to make appearances for promotional build-up to a financial success."

Go with him on a short trip sometime, like across the country. Hope fidgets. He lies back, sits up and then lies back again. He reads and re-reads the monologue he will give that night. He rolls it up, spreads it out, a triple spaced four sheet dialogue in capital letters. He smiles, chews gum, rubs his eyes, itches his forehead or rubs the hair that grows beyond.

Tells a joke and ears quiver like a beagle treeing a fox, but do not expect the same treatment. The house does not buy back.

"Tell me more about American overseas business," asks this American who travels more miles annually than Ranger 7. Then he keeps talking.

"Fifty percent of all income from U.S. motion pictures comes from foreign showings. Maybe Bing, Dorothy Lamour and I did not help the United States Travel Service with 'Road' pictures, although some claim they did more to keep people home and encourage trips to Old Faithful in Yellowstone than all the promotion of the Wyoming Development Board."

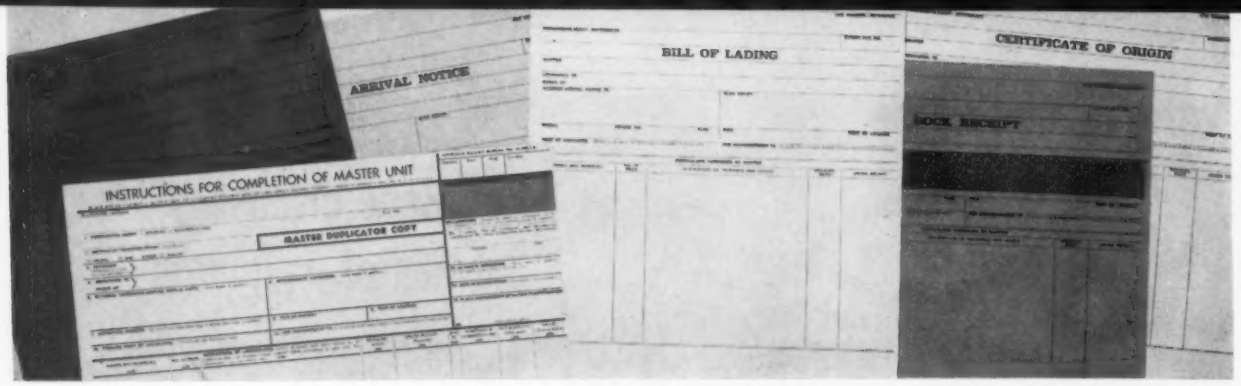
Hope likes to reminisce about the armed forces or nostalgic stories of experiences with people he knew in air, the sea and mud.

"Entertainers help sell America," he says. "Sometimes what is done on camera must make it easier for Uncle Sam's business to adapt in another country. Millions see U.S. screen and TV productions; necessarily a profile is developed of the United States. Some pictures reflect opposite personality, but they are no more popular anywhere else than here."

He showed his opening monologue for that evening to a stewardess, intent and serious over her reactions. He carefully explained the nuances of meaning when a cloudy look appeared.

"There are American products everywhere," he grins. "The Russians even run cowboy and Indian movies, but in Russia the Indians are the good guys."

This country exports $24 billion yearly. Leslie Townes Hope, born in Elthan, England, is a front man abroad for American industry in the finest style.



NEW PAPERS FOR OLD: Shippers campaign for a new standardized ocean bill of lading in a format that could be applied to scores of export documents.

Shippers seek a standard

Short-form bill of lading would save millions of man-hours and dollars, study shows

Officials of the U.S. shipping industry report they're digging through "a real landslide" of letters in their revolution against paperwork in ocean shipping.

The revolution, which has simmered more or less quietly for several years, bubbled with wide publicity last month when two trade associations—one in New York and the other in San Francisco—invited the industry to criticize the battle plan.

Immediate goal of the campaign is to get the industry to adopt a standard, short-form version of the ocean bill of of lading—the shippers' basic document for moving millions of dollars worth of exports from U.S. seaports each year.

Cut paperwork

The proposed new document would replace some 300 different types of ocean bills of lading now in use and would, industry spokesmen said, save millions of man-hours now devoted to paperwork and millions of dollars in shipping costs.

Their hope is ultimately to standardize export documents throughout the world.

Sponsors of the standardized bill of lading are the American Merchant Marine Institute of New York and the Marine Exchange of San Francisco. They have the active support of the Pacific American Steamship Association.

They designed the new document with the active co-operation of the Office of Export Control of the Bureau of International Commerce; the Commerce Department's Maritime Administration and Census Bureau and the Treasury Department's Customs Bureau. They worked with the assistance of forms-design experts of the General Services Administration.

If the shipping industry accepts the new form, the Government is prepared to revise its official shipping documents—the shipper's export declaration and the Customs drawback application—so that they fit the format of the standardized bill of lading.

Have a sample?

Three weeks ago, the two trade associations offered samples and an explanation of the new document to anyone interested. They urged persons receiving the material to submit their comments by mid-September at the latest.

The offer brought "a very active response—in fact, it could be called a landslide" of requests for the material, an industry spokesman said.

Secretary of Commerce Luther H. Hodges had this to say about the new form:

"The Government and industry groups which have been working on the streamlining of this document are to be commended for their efforts. If the new simplified format is generally adopted, it will lead to lower costs. More importantly, it will speed up the process of moving goods in export.

"It is in the interest of the shipping industry to give serious consideration to the adoption of the new standardized form, and we urge them to do so."

Master form

Design of the new document is based on the use of a master form which requires only one typing and checking operation and which—in the words of American Merchant Marine Institute president Ralph E. Casey—"would allow for the reproduction of almost every piece of paper needed to send goods on their way overseas."

Casey said such a form would "slash paperwork costs, eliminate errors caused by repeated typings of identical information onto the various export documents and open the way for universal standardization or uniformity in export documents."

The new format could be applied to the more commonly used shipping documents—insurance certificate, certificate of origin, arrival notice, dock receipt and delivery instructions—as well as to such specialized documents as invoices, forwarder's waybill, acknowledgements and advance shipping notices.

Repeat, repeat

The shipping industry contends it has been smothering in paperwork for years. For example, Casey said, "Manila requires 34 documents to accomplish what may take 19 documents to accomplish in Bangkok, and only 11 in Rotterdam. Yet the information sought is often identical in each port.

"The number of copies of some of these reports reaches ridiculous proportions. In one port the documents total 44 and the copies total 213."

Government co-operation in designing the standardized bill of lading was channeled mainly through the National Facilitation Committee and its Subcommittee on Trade and Shipping.

Dr. Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business, is chairman of the NFC. The subcommittee is headed by James W. Gulick, deputy administrator of the Commerce Department's Maritime Administration.

The NFC secretariat is seated in the Bureau of International Commerce. Charles H. Sullivan of BIC's Office of Commercial and Financial Policy is executive secretary.

U.S. at Zagreb fair 9th year; exhibits tell farm story

1 million visitors expected at U.S. pavilion; to feature 80 exhibits of products made in this country

More than 80 U.S. manufacturers of farm and food handling equipment are participating in the U.S. exhibition at the Zagreb International Trade Fair, Sept. 5-20.

This will mark the 9th Bureau of International Commerce appearance in the annual Yugoslav International Trade Fair. Attendance at the U.S. pavilion has averaged about a million persons each year.

Last year, equipment illustrated the theme "Highways USA." Direct sales totaled about $142,000 and orders for future delivery reached $1,150,000.

Theme of this year's presentation is "Intensive Farming—A Story of American Food from Field to Table." The exhibition will be housed in a 90,000-square-foot permanent pavilion.

SHOW OF HANDS: Enthusiastic young visitors reach for road maps given out at the U.S. pavilion during the 1963 Zagreb international trade fair. More than one million visitors were attracted to the U.S. exhibit on "Highways USA." The American display this year will center on food "from field to table."

Leading farm equipment manufacturers have provided a variety of sophisticated machinery for use in all types of farming operations, with emphasis on units for small farms. Displays and demonstrations will include several tractors with numerous attachments, harvesting machines and devices for fertilizing and pest eradicating.

A modern barn will have mechanical feed preparation, handling devices and automatic milking machines.

Seventeen U.S. firms supplied the tools to stock a farm equipment maintenance and repair shop, which will contain everything necessary to repair worn parts or machine new ones.

A large selection of food processing and packaging equipment also will be featured.

The U.S. Exhibition in Zagreb is the 151st Trade Fairs presentation staged since the U.S. program was launched in 1954.

USSR CHEMISTRY FAIR

An international exhibition on chemistry in industry, construction and agriculture will be held in Moscow Sept. 11-26, 1965. Foreign firms which produce equipment for the manufacture of chemical products used in these fields are invited to participate.

Australia World Fair

City officials in Melbourne, Australia are talking seriously about having a World Fair there in the early 1970's.

The target date is still "somewhat elastic" but 1972 is receiving "the most serious consideration," according to a report from the U.S. Consulate General in Melbourne.

The idea is still being explored and a study is planned to determine whether Australia in general, and Melbourne in particular, could support such a fair.

Melbourne supporters now have collected $112,000—the necessary amount is $140,000—toward the study. How the study will be made, or by whom, has not been decided.

Consideration is being given to the comparative merits of employing a U.S. organization to send representatives to Melbourne or sending the basic material to an American firm to review and make recommendations.

U.S. participates in trade fair at Brno

This year, for the third time, the United States will participate in the annual Brno, Czechoslovakia International Trade Fair, Sept. 6-20.

Theme of the U.S. exhibition is "World Wide Benefits from Advanced Technology."

'Serve all the people'

In his message of greeting to the people of Czechoslovakia displayed at the entrance to the U.S. show in the Pavilion of Nations, President Johnson says, ". . . By our exhibits . . . we hope to demonstrate how modern engineering and design make possible a dynamic commerce and industry to serve all the people in their everyday life."

More than 100 consumer products from 40 leading U.S. manufacturers will be displayed in the 500-square-foot exhibition. They will include household appliances, radios and televisions, air conditioners, dishes and cookware, office machines and equipment, clocks and watches, cameras and an American automobile.

The United States also will present a group of students from a school for the blind at Prague, who will assemble components of an automatic conveyor system. The equipment will be supplied by Alvey-Ferguson Co. of Cleveland, Ohio.

AID authorizes 4 loans to India totaling $62.3 million for U.S. equipment, services

Loans will help finance imports from U.S. of goods essential to economic development, including metals, iron, steel products

The Agency for International Development has authorized 4 loans for India totaling $62.3 million.

The loans will finance the purchase in the U.S. of selected industrial commodities and equipment, diesel electric locomotives, an electric generator unit and services of U.S. consultants.

The largest, a $50 million loan, will pay for imports of various U.S. goods essential to India's economic development. These are expected to include nonferrous metals, iron and steel products, rubber, vehicles, machinery, lubricants, wood pulp, tire cord, chemicals, fertilizers and malaria eradication supplies. Procurement of these goods is expected to be effected principally during the current Indian fiscal year, which ends March 31, 1965.

A $7.2 million loan will finance the purchase and delivery of 25 broad-gauge diesel locomotives, as well as a 2-year supply of spare parts and the cost of training 20 Indian railway men in the U.S. The locomotives to be purchased in the U.S. by the Indian Ministry of Railways will be of a "mixed traffic" type with 2,600 h.p. capacity, for main track service.

Power project assisted

India's largest hydroelectric project, the U.S.-assisted Sharavathi power station, will receive an 8th generator under one of the new loans amounting to $3.1 million. The project, whose 1st generator is scheduled to go into commission this year, is designed for eventual installation of 10 generating units with a total installed capacity of 891,000 kilowatts.

Shortage of power in the southwestern State of Mysore, where the plant is located, has held back industrial activity by necessitating severe load restrictions. The U.S. has previously extended 2 loans for the project, totaling $26.8 million, to finance the foreign-currency costs of constructing the major works and installing the 1st 7 generating units, as well as transmission lines.

The 4th loan will provide $2 million to finance the dollar costs of hiring U.S. consulting firms and individual experts for such services as preparing technical or economic studies or assistance in the design, construction and start-up of projects.

All 4 loans are repayable by the Government of India in dollars over 40 years, including a 10-year grace period.

Under AID development loan procedures, authorization of the loans will be followed by negotiation of agreements setting forth the terms and conditions for extension of the loans. After each loan agreement is signed, and requirements are met, credit under the loan will be made available to India for the U.S. procurement.

AID loan to help Northeast Brazil's power shortage

$7 million to help provide transmission facilities in Northeast

A power shortage that has restricted economic activity in Fortaleza, Brazil, will be relieved through a $7 million Alliance for Progress loan from the Agency for International Development.

The loan, to the San Francisco Hydroelectric Co. (CHESF) the major power source in Brazil's Northeast, will help provide transmission facilities and substations between the Paulo Afonso hydroelectric plant and Fortaleza.

The project is part of Brazil's program for spurring the economic growth of the Northeast, under plans developed by SUDENE, the Government's Northeast development agency. It is considered vital to the economic welfare of Fortaleza and the interior of the State of Ceara.

Total cost of the undertaking is the equivalent of $17.38 million. Brazil sources will provide the equivalent of $10.38 million. Of the total AID credit, $2.8 million will be for the procurement of U.S. equipment and materials and the balance will cover a part of local project costs.

Some of the power shortage is being temporarily relieved by 18,000 kwh, produced from portable diesel generators financed by a previous AID loan. These are currently being installed in Fortaleza, and will be available for other areas of critical power shortage after the Fortaleza transmission lines are completed in 1965.

Services 7 states

CHESF's service area in Northeast Brazil includes 7 states and the major cities of Natal, Recife and Salvador, in addition to Fortaleza.

The company is partly owned by private investors, but the major interest is vested in the Brazilian Government.

The AID loan, guaranteed by the Government of Brazil, will be repaid by CHESF within 25 years, including a 10-year grace period. However, under an alternate plan, the Government of Brazil may elect to receive the loan repayments from CHESF in cruzeiros and repay the U.S. in dollars within 40 yars.

Tariff Commission report available

The Tariff Commission has issued a report on U.S. imports of coal-tar products entered in 1963 under paragraphs 27 and 28 of the Tariff Act of 1930.

The report provides detailed statistics on coal-tar intermediates entered under paragraph 27, and on coal-tar dyes, medicinals and pharmaceuticals, flavor and perfume materials, and other coal-tar products entered under paragraph 28. The data in the report were obtained by analyzing invoices covering general imports of coal-tar products into the U.S. during 1963.

Copies of the Commission's report, *Imports of Coal-Tar Products, 1963,* may be obtained by writing: Secretary, Tariff Commission, Washington, D.C., 20436.

EEC Commission sees continuation of economic expansion through 1964

Quarterly survey shows vigorous economic activity for first 2 quarters with rise in Community imports from increased purchases of raw materials

The Commission of the European Economic Community, in its quarterly survey of the Community's economic situation, indicates that vigorous expansion in economic activity registered in the first quarter of 1964 and continued through the second quarter is likely to continue up through the end of the year.

The survey predicts that growth in the Community's real product will be 5%, while the index of industrial production is likely to rise by 7%. The Community's balance of trade in calendar year 1964 is likely to show a $3 to $3.5 million deficit, though its balance of payments will be very nearly in equilibrium.

It points, however, to a persistence of disequilibrium in the internal and external economy as costs and prices continue their upward tendency.

An increase in gross fixed asset formation has led to a rise in internal demand, while a rise in external demand has brought about an even more rapid expansion of exports than occurred in the first quarter.

Balance of payments

Community imports continued to rise, partly because of greatly increased purchases of raw materials and semi-finished goods. High exports, however, appear to have brought growth of the Community deficit in the balance of visible trade to a halt. Over-all current balance of payments showed a small deficit, but there was a slight surplus on the capital account, resulting in little change in the Community's net foreign exchange position.

Consumption expenditure varied widely from country to country, but there was no slowing down of the over-all rate of growth. The rise in industrial production continued, and the labor market remained strained throughout the Community, except in Italy.

Rising demand pressures and their inflationary consequence stimulated the EEC Council of Ministers to issue in April recommendations for measures to be taken by the member states to restore internal and external economic equilibrium in the Community, and the economic policies of most of the member countries have already been directed along the lines of these recommendations.

Partly due to this stabilization drive, there have been signs of improvement—a slowing down of the price rise in France and Italy, a distinct slackening of the growth in imports into Italy, and no further deterioration of Italy's balance of trade.

Exports to non-members rise

The Commission believes this present rate of economic expansion will continue up to the end of the year. The rise in exports to non-member countries is likely to quicken a little due to increased purchases by developing countries. Demand for capital goods will rise at a brisk pace in Germany, Netherlands, and Belgium and might revive in France to some extent. Only in Italy is it likely to remain at a low level.

Although consumption expenditure is likely to expand, according to the Commission survey, an increase in the rate of expansion is likely only in Germany, while France, Italy and the Netherlands are likely to see a slackening pace. Industrial production should continue to grow rapidly, although perhaps not quite as fast as in the first six months.

Germany opens quota for beef variety meats

Germany has opened an import quota for fresh, chilled or frozen beef variety meats from the U.S. and Canada.

Applications for import licenses may be filed until the undisclosed value limit is reached but not later than the 5th working day before the effective date of the European Economic Community beef market regulation (now scheduled to become effective November 1), or at the latest on December 15, provided the regulation has not been enacted by that date. Licenses will be valid until the entry into force of the EEC beef market regulation.

This offer applies to all beef variety meats permitted entry under the German Meat Inspection Law (inner organs: heart, liver, spleen, and kidneys; and duck: tongue, gullet, windpipe, lung, heart, liver, and the attached lymphatic glands in natural cohesion).

These meats shall be obtained from butchering which took place not earlier than 60 days before loading aboard ship in the U.S. or Canada; the product shall not be older than 90 days at the time of customs clearance. Proof is required through presentation of the original Meat Inspection Division certificate of the plant in which the commodity was produced.

Similar quotas were also announced for imports from the EEC countries, Denmark and Ireland.

Malaysia Common Market Board begins operations

With the appointment of a chairman, the Malaysian Tariff Advisory Board which is to set up import tariffs on a pan-Malaysian basis has begun to function actively.

The Board has finished preparing the questionnaire that will be given to applicants seeking tariff protection and has announced that its first report to the Central Government will be made in 6 months and that the Board will begin its series of public inquiries in August.

Its members are travelling this month to Singapore and the Borneo states of Sabah and Sarawak to acquaint themselves with the problems, needs, and potentialities of these states.

U.A.R. increases duties on tobacco, products

Increased rates of customs duties on unmanufactured tobacco and most kinds of tobacco products imported into the United Arab Republic are now in effect. The duty on cigars has been lowered.

The new rates of duty (with previous rates in parentheses) are as follows per net kilogram:

Tobacco leaves, tombac, and useful tobacco waste, $14.03 ($12.88); chewing tobacco, snuff, cigarettes, and unspecified forms of manufactured tobacco, $18.40 ($17.25); cigars, $25.30 ($27.60). The duty on tobacco waste not useful as tobacco remains at 10 percent ad valorem, and on tobacco extracts and essences at 20%.

Backward regions' development problems assessed in 3 studies published by EEC

Conference on Regional Economies prepared reports calling for concerted action by member governments to ensure 'balanced development'

The Commission of the European Economic Community has published 3 studies on regional development problems which combine knowledge gained in each country and main lines for possible concerted action by member governments and Community institutions to ensure a "balanced development" of backward regions of the Community.

The studies were prepared by working parties of the Conference on Regional Economies.

The first report, dealing with objectives and methods of Community regional policy, analyzes policies pursued by Member States in action that is needed at the Community level. It emphasizes that well-planned programs alone are not sufficient to achieve development; a region can only be developed by "self-prompted creative effort."

The working party endeavored to outline a policy for regional industrialization. Plans for industrialization, it was noted, must distinguish outlying regions still primarily agricultural from those which already have one or more large industrial centers where new industry can find suppliers, clients and ancillary services required.

Over-concentration shunned

In the first case, economic policy should aim at establishing "poles of development" comprising a complex of complementary industries which can develop with a snowballing effect after the initial stimulus toward development has worn off. In the second case, the aim is to avoid over-concentration by developing secondary centers and improving agricultural structures along with provision of technical training and promotion of social advancement.

Finally, the first report pinpoints objectives of coordination at the Community level, particularly in terms of the impact on such objectives of agricultural, transport and labor policies and discusses the role of the Community organs which serve as financial sources (European Investment Bank, Social Fund, Agricultural Guidance and Guarantee Fund, High Authority).

The second report concerns the adaptation of old industrial areas. These are areas where prosperity depends upon one or more industries which are declining and are not being replaced.

The report stresses preventive measures such as diversification, but where decline has already set in, it points out that policy must be implemented by taking advantage of favorable factors, particularly availability of skilled manpower.

Infrastructure, administration

The report of the third working party considers policy instruments available to promote regional development. It points out that financial aid alone can not ensure the development of backward regions and stresses the importance of the development of infrastructures and the rationalization of administration. All these things must stimulate activities which can eventually face competition in the Common Market without aid.

Coherent action by all government departments at the local, regional and central level is necessary. This report suggests that implementation of a medium-term economic policy at the Community level will facilitate an integration of the measures taken either by Member States or by other European institutions into a Community-wide program.

The text of these reports is not yet available, but a summary can be obtained from European Division, OIRE, Bureau of International Commerce, Washington, D.C., 20230.

New Zealand to adhere to Copyright Convention

The New Zealand Government recently announced accession to the Universal Copyright Convention, to which the U.S. and 46 other countries adhere.

This accession will be effective September 11.

Accordingly, for the first time, literary and artistic works (including musical and scientific works and films) produced in the U.S. will receive virtually automatic protection in New Zealand. Under the Convention, the U.S. copyright owner's published work is automatically protected in New Zealand if it bears the letter "C" in a circle, together with his name and the year of first publication, in a reasonably conspicuous place. The same protection will prevail in the U.S. for the works of New Zealand copyright owners.

Adherence to the Convention greatly simplifies procedures for its nationals in acquiring copyright protection in the other member countries.

Germany opens import quotas for canned goods

Germany has established import quotas of unannounced size for canned figs and/or pears in containers of less than 5 kilos and canned asparagus spears and/or tips imported from a number of countries, including the U.S.

Applications for import licenses may be submitted until the quota is filled, but not later than December 30. Licenses will be valid until December 31.

For imports of canned asparagus spears and/or tips the so-called visa procedure applies, and import licenses which do not specify value amounts will be issued. Importers then present invoices to the Federal Trade Agency, which registers and stamps them with "visa" so that the commodity may be cleared through customs.

When this quota is filled, licenses will still be issued for commodities purchased on the day the exhaustion of the quota is announced, and will remain valid if the commodity has been loaded on board ship within 10 days after such announcement.

India sets standards for jute industry

India's jute industry hopes to introduce by December 1964 standards formulated by the Indian Standards Institution on seaworthy packaging of jute products, heavy cee jute bags, corn sacks, and hessian.

This is the first step by the industry toward quality control and preshipment inspection of Indian jute products.

The Indian Standards Institution is the national standards body of the Government of India. Copies of the draft standards may be obtained from the Embassy of India, Commercial Wing, 2107 Massachusetts Ave., N.W., Washington, D.C., 20008. Any consumer, importer or interested association or firm desiring to offer specific comments on these standards should write to the Embassy no later than September 25.

New income tax law promulgated by Guatemala

Modified to clarify provisions of law, simplify tax administration

Guatemala has promulgated a new income tax law with minor modifications to the first tax on individual incomes issued during 1963.

The new law, Decree No. 229, is retroactive to July 1, 1963. Returns made now on income received during the 1963-64 fiscal year will be under this, rather than the original law.

Modifications of the previous law seem to be designed to clarify various provisions of the law and to simplify tax administration. The tax schedule appearing in the original law is retained in the new law. (See International Commerce, Aug. 5, 1963, p. 26).

Interest, exempt in the original law when paid by an entity otherwise subject to taxation, is now taxable. This provision does not include interest paid on savings deposits by banking institutions operating in Guatemala, and interest paid on bonds, notes, and treasury bills issued by the state and state-affiliated agencies. A new article also exempts interest generated by long-term loans from abroad, except where the lender is a bank with a branch operating in Guatemala. Dividends remain exempt.

The new law provides for loss carryover for new enterprises for 5 years following the loss, as compared to 10 years at 10% in the original law.

Foreign companies taxed

The taxable income of foreign transportation companies is defined as 10% of the gross amount of passenger and cargo receipts obtained in the country. Local agents and representatives are required to withhold and pay the tax on this amount on behalf of their principals. Formerly, determination of such taxable income involved a complicated adjustment of the Profit and Loss Statements of the company.

Foreign companies producing or distributing motion picture films, now are taxed at 20% of net income (net income is considered to be 80% of gross income). Formerly the tax rate was 15% of gross income.

A new provision provides for a 10% tax on payments to foreign insurance companies for reinsurance. Another new provision provides that "persons or entities remitting abroad or crediting to account of residents abroad the value of royalties, rentals, commissions, interest and fees, shall withhold 10% which shall be considered definitive payment of the tax." Provision is made, however, that in certain cases to be established in the regulations the amount withheld will be considered only as payment on account. (Implementing regulations have not yet been issued).

The calculation of deductible personal expenses is simplified in the new law. In addition to minimum living and family expenses, social security contributions, and life, health and accident insurance premiums, personal taxpayers are allowed a flat deduction of 20% of net income, to a total of $2,400. This avoids the necessity for proof by submission of receipts for medical and educational expenses, home rentals, provided as deductions under the earlier law.

A copy of the new law, in Spanish, is available on a 10-day loan basis from the American Republics Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Seed exports to Kenya

A recent report from Nairobi states that with the embargo on trade with South Africa, the source of supply of many of the seeds used in East Africa has been cut off, and interest is being expressed in finding a new source of seeds.

U.S. firms interested in exporting seeds to Kenya can check the Business Firms Trade List available through Department of Commerce field offices for a list of potential importers.

LAFTA Commission seeks industrial development

LAFTA's Advisory Commission on Industrial Development has recommended the formation of technical working groups to study problems related to the integration of 3 major industries—steel, petrochemicals, and paper and cellulose. A 4th committee is to be assigned to study and identify industries of zone-wide significance which could be installed in less-developed countries, such as Ecuador and Paraguay.

France prescribes higher standards for electric installations

Subsidized housing to be better equipped, appliances get 220 volts

The French Construction Ministry has prescribed, effective January 1, 1965, higher standards for electrical installations in new housing built with state aid (about 90% of total housing).

Each unit is to be provided with at least 6 kw. of current. The number of outlets will be more than doubled.

Average homes in the U.S. are provided with 10 to 20 kw. of current.

It is not anticipated that these new standards will increase construction costs, as architects should be able to reduce costs by the elimination of certain requirements of the 1960 regulations now in force. The cost of electrical installations in new housing is reportedly expected to remain in the neighborhood of 2% of total construction costs.

The new regulations are likely to result in increased sales of electrical appliances in France. At present, consumers are desirous and financially able to buy them, but most French homes and apartments are not sufficiently wired for heavy or numerous appliances.

Within the framework of modernizing the "electrical living" of the population the French Government also decreed that certain household appliances operate on 220 volt current. Appliances using collection motors (e.g. beaters, mixers, blenders, coffee mills, juicers, electric brushes and polishers) and induction motors (e.g. dishwashers, ironing machines, centrifuges, rotary roasters) must be manufactured to operate on 220 v current beginning July 1, and those sold in France must be so constructed by August 1, 1965.

This decree implements a law of December 1960, under which all electrical appliances will eventually be required to operate on 220 v current. That law is in line with the French program of switching the country's entire electrical network from 115 v to 220 v current.

As more than half of France is, however, still using 115 v current, the new decree virtually requires manufacturers to produce appliances which will operate on either 220 v or 115 v current if they are to cover the entire French market.

Guatemala, El Salvador respond to Trade Mission with 21 venture, licensing offers

First reports of mission to Central America list opportunities for cosmetics, storage batteries, pharmaceuticals, other products

First reports from the U.S. Trade and Industrial Development Mission to Central America and Panama list 21 joint venture and licensing opportunities in Guatemala and El Salvador covering a wide variety of products and industries.

These opportunities range from cosmetics to storage batteries and from pharmaceuticals to canning of fruits and vegetables.

U.S. firms wishing to follow up any of these leads are requested to show the appropriate Interview Report (IR) number in any correspondence with either the Central American firm concerned or with the Department of Commerce. This identifying number is shown in parentheses after the address of each listed opportunity.

0913 Shrimp Fishing

Family-owned shrimp fishing enterprise proposes joint venture with U.S. fishing interests to expand operations. Firm, possessing one of limited number of shrimping licenses issued by the Guatemalan Government, wants to purchase additional boats, build wharf on land which it holds under long-term lease. Investment of some $300,000 required. Current net worth of company declared to be $78,800. Volume of business averages around $280,000 a year, it is stated. Production in 1962 amounted to 247,000 lbs. of shrimp, 88,000 lbs. of fish, 9,000 lbs. of other seafoods. Write: Guillermo Matheu Bacohar, 7a Calle 9-21, Zona 1, Guatemala City, Guatemala. (IR 2).

1511 Housing

Experienced engineering, construction firm established in 1951, seeks investment capital on joint venture basis in amount ranging from $200,000 to $300,000 required to carry construction and pre-sale financing for low-cost housing development in Guatemala. A 20% to 30% return on investment anticipated. Firm, through its 4 partners (all graduate engineers), is associated with 3 other companies in building supply trade. Its investment in proposed venture, in addition to real estate, would be supplying steel window frames, wooden door-frames, doors. Housing development would consist of 2 and 3 bedroom houses, block construction, built to local FHA specifications, priced from $2,500 to $5,000. Mortgage financing available to buyers at 12%. Write: Jorge Sittenfeld, Mgr., Urruela, Sittenfeld y Whitbeck, 1 Calle 6-62, Zona 9, Guatemala City, Guatemala. (IR 14).

2022 Cheese

Company conducting successful cheese, dairy business proposes joint venture with U.S. investors to expand present operations in Guatemala and Central American Common Market. Company proposes to manufacture processed cheese as addition to present cheese-making operations, and double current production of 3,000 liters of milk a day. In 1962, company produced nearly 89,000 lbs. of Cheddar-type cheese, over 14,000 lbs. of Kraft-type cheese, 9,000 lbs. of butter. Company has paid-in capital of $71,000; currently employs 10 men in the cheese plant (which is equipped with Italian, Danish equipment), 3 salesmen selling direct to outlets in Guatemala. It has representatives in other Central American countries. Owner, a naturalized Guatemalan of Italian birth, also owns cattle ranch on Pacific coast of Guatemala and is reported to be engaged in coffee raising as well. Write: Valentin Bressani, Mgr., Productos Lacteos Parma, 11 Calle 8-59, Zona 1, Guatemala City, Guatemala. (IR 5).

2022 Cheese
2032 Baby Foods

Local manufacturer of mayonnaise, mustard, hot sauce, jellies proposes joint venture with U.S. producers of cheese, baby foods, similar products for production of these items in Guatemala. Requires technical assistance, mainly in form of patents, processes, in addition to capital investment of around $50,000, which would be utilized for purchase of equipment and as working capital. Capital available locally amounts to around $80,000. Firm also interested in producing these items under U.S. brand names under license if preferred by prospective U.S. licensors. Firm's market extends throughout Central America. Annual sales average around $150,000 a year, in a market with potential estimated at $2 million. A 100% return on invested capital anticipated after 1st year of operation of proposed joint venture. Write Mario Ruano, Fabrica de Productos, "Ana Belly," Carretera Roosevelt, Kilometro 13, Guatemala City, Guatemala. (IR 10).

2033 Pineapple Canning

Association of 35 pineapple farmers working 250 acres of land proposes joint venture with U.S. canner with know-how for canning pineapples, by-products in Guatemala. Association prepared to provide half the $150,000 capital estimated for project. Aside from local market, Europe believed to represent market of substantial potential for Guatemalan canned pineapples, pineapple juice. Write: Alfonso Novales, 6 Avenida 6-60, Zona 4, Guatemala City, Guatemala. (IR 12).

2033 Canned Fruits, Vegetables

Solidly-established manufacturer of soluble coffee, processor of such foodstuffs as mayonnaise, tomato sauce, vinegar, chocolate, candies interested in expanding into canning of fruits, vegetables through joint venture with experienced U.S. canner. Technical know-how, financial participation sought.

Firm owns modern $2 million plant situated on 10½ acre site in Guatemala City; reported to be working 24 hours a day with 4 shifts in its soluble coffee operation. Recent report lists firm as having 154 employees, authorized capital of $2.5 million, paid-in capital of $2.25 million. Write: Bureau of International Commerce, Office of International Investment, File 2-2033-7-B, Department of Commerce, Washington, D.C., 20230. (IR 4).

2043 Breakfast Cereals

Recently established rice-milling firm in San Salvador proposes joint venture to manufacture puffed dry-cereal breakfast foods. Market for locally-manufactured product, firm claims, would be assured by operation of restrictions against competitive imports. Write: Lawrence E.W. Roberts, President, Industrias de Arroz, S.A., P.O. box 51, San Salvador, El Salvador (IR 20).

2043 Breakfast Cereals
2099 Potato Chips, Snacks

Established manufacturer of snacks, sweets seeks U.S. manufacturer of breakfast cereals interested in entering into 50-50 joint venture for production of breakfast cereals in El Salvador. Firm has distribution outlets throughout Central America. Firm also desires to enter into licensing arrangement with U.S. manufacturer of snack items, such as potato chips, similar products, preferably fried, requiring patented processes or special machinery. Write: Olano y Tesak, Fabrica de Productos Alimenticios Diana, 6 Avenida Sur y Calle Brasil, San Salvador, El Salvador. (IR 21, 22).

2211 Bags, Bagging

Firm established in 1936 for weaving bags, operating plant equipped with 7,500 spindles, 12 looms, proposes joint venture to increase production. Capital required for addition of 108 looms, more finishing equipment. Present volume of business is about $100,000 a year on paid-in capital of $900,000. Sales made mostly in Central American Common Market. Write: Andres Molins, Fabrica Minerva-Andres Molins, 216 Calle 5 de Noviembre, San Salvador, El Salvador. (IR 19).

2328 Blue Jeans

Long-established manufacturer of men's coats, trousers seeks license to manufacture U.S. national brand of blue jeans. Write: Carlos Cojulun Valdez, Sastreria Las Novedades, 11 Calle 6-18, Zona 1, Guatemala City, Guatemala. (IR 1).

2844 Cosmetics

Long-established producer, retailer of pharmaceuticals, cosmetics seeks license to manufacture U.S. brand of cosmetics in El Salvador. Firm would also consider entering into joint venture if preferred by U.S. cosmetics manufacturer. Write: Dr. Miguel

F. Charlaix, Luis Charlaix Sucs., 335 Calle Delgado, San Salvador, El Salvador. (IR 15).

2491 Wood Preservatives
2911 Asphaltic Roofing

Firm of engineers, contractors (also see 1511, above) seeks licenses from U.S. manufacturers for production in Guatemala of asphaltic-felt roofing, wood preservatives such as compounds of creosote, pentachlorophenol). Market for asphaltic roofing alone in Central America estimated at $300,000 annually. Write: Jorge Sittenfeld, Asfaltos de Guatemala Ltda., 1 Calle 6-62, Zona 9, Guatemala City, Guatemala. (IR 13).

2514 Medicine Cabinets

Well-established firm engaged in manufacture, importation of construction materials, sanitary fixtures, hardware, seeks license from U.S. manufacturer of metal medicine cabinets for production in Guatemala. Capitalized at $227,000, firm is one of largest of its kind in Guatemala. It operates 4 branch stores in Guatemala City besides main outlet. Write: Fausto Cebeira, S.S. de Cebeira (El Tejar & Ferreteria El Tejar), 11 Avenida, 10-47, Zona 1, Guatemala City, Guatemala. (IR 6).

2432 Plywood

Firm established in 1948 to manufacture plywood plans to expand operations to achieve more economic rate of production proposes joint venture with interested U.S. investors. Capitalized at $800,000, company requires additional capital investment of $300,000—ideally by U.S. investor with distribution outlets in U.S. Production of plywood in 1963 declined to 3.6 million sq. ft. from high of 9.5 million sq. ft. in 1958, due mainly to cessation of exports to Cuba, decline in exports to U.S. Despite operating losses ranging from $58,000 in 1961 to $31,000 in 1963, company anticipates net return of 5% on invested capital after 1st year of operation under proposed joint venture, 10% after 3rd year. Write: Raul Calderon, Industria de Madera Las Quebradas, 13 Calle 3-35, Zona 1, Guatemala City Guatemala. (IR 7).

2834 Pharmaceuticals
2844 Cosmetics

Guatemalan manufacturer, importer of pharmaceuticals, cosmetics, household chemicals would welcome additional licensing arrangements with established U.S. manufacturers of these products. Firm currently has licenses with several U.S. firms and would like to expand operations. Company reportedly has efficient sales force, total of 60 employees, excellent headquarters building in downtown Guatemala City with estimated value of around $300,000. Firm is reported to be contemplating erection of special plant for expansion of current cosmetic manufacturing activities on site outside city. Write: Bureau of International Commerce, Office of International Investment, File 2-2834-7-B, Department of Commerce, Washington, D.C., 20230. (IR 3).

3011 Camelback

Guatemalan manufacturer of camelback, who also operates tire recapping plant, wholesales, retails tires, wholesales camelback, interested in joint venture with experienced U.S. firm to expand operations, Investment contemplated is $100,000, which would be devoted to purchasing additional equipment, financing the larger operation. Firm reported to have excellent location in Guatemala City, with modern building designed especially for this business. A 50% owner of company is rubber grower with present output claimed at over 800,000 lbs. Write: Armin Coutino, Llantas Gigantes de Guatemala, S.A., Blvd. Liberacion 5-59, Zona 9, Guatemala City, Guatemala, C.A. (IR 9).

3069 Brake Lining
3691 Storage Batteries
3714 Oil Filters

Importer, distributor of brake linings, storage batteries, oil filters seeks licenses of U.S. manufacturers for production of these items in San Salvador. Technical know-how, requisite machinery also required. Firm prepared to consider joint venture if preferred by prospective U.S. licensors. Write: Manuel Antonio Giacoman, 3a Avenida Norte, No. 317, San Salvador, El Salvador. (IR 16).

3642 Fluorescent Lighting Fixtures

Well-established businessman proposes joint-venture with U.S. manufacturer of fluorescent lighting fixtures for production of these items in San Salvador for Central American market. Minimum market of $1 million a year estimated. Capital available locally, but technical know-how required. Licensing arrangement, providing for designs, technical assistance, also be considered. Write Rudolph Glaser, 3 a Calla Oriente No. 113, San Salvador, El Salvador. (IR 18).

3642 Lighting Fixtures

License, including furnishing technical know-how for manufacture of fluorescent, incandescent, mercury lighting fixtures, sought by importer of electrical equipment, supplies in Guatemala City. Firm is partnership, 1 of 2 partners reported as being electrical engineer. Write: Derick Calderon, Univex de Guatemala, Ltda., 1a. Avenida 14-75, Zona 1, Guatemala City, Guatemala. (IR 11).

5411 Supermarkets

Leading grocery concern established in Guatemala in 1930, now operating 4 supermarkets, seeks investment capital on joint venture basis to expand operations in Guatemala, Central America. Through joint venture, firm desires to add $400,000 to present $450,000 capital. New investment would be utilized to set up 2 new supermarkets, eliminate current interest charges amounting to $30,000 annually. Firm's supermarket operation developed from grocery business in last 3 years. From loss of $90,000 in 1st year of operation, supermarket business returned profit of $20,000 in 2nd year, $40,000 in 3rd year. Future prospects appear excellent. Write: Julio Maza, 7 Avenida 6-30, Zona 4, Guatemala City, Guatemala. (IR 8).

7011 Hotels

Local businessman proposes joint venture with U.S. hotel interests for construction, operation of commercial hotel in heart of San Salvador. He is prepared to provide half the capital required. Construction costs estimated at $5,000 per room, including furnishings. There are only 2 hotels in city of class proposed and they are unable, it is claimed, to accommodate increasing volume of travelers, which at present is running at the rate of 2000 persons a month average the rate of 2000 persons a month with average stay of 5 to 7 days. Return of 18 to 20% on invested capital is anticipated. Write: Rudolph Glaser, 3a Calle Oriente No. 113, San Salvador, El Salvador. (IR 17).

Partner sought by Indian for machine tool venture

An Indian promoter, who is also a qualified mechanical engineer, has obtained an industrial license from the Government of India for the manufacture of cylindrical, surface, centerless and tool and cutter grinders, and capstan and turret lathes.

He seeks financial and technical participation of a U.S. firm experienced in the industry on a joint venture basis. Steps have already been taken to form a corporation with a proposed authorized and paid-up capital of approximately $1 million, and including a number of prominent Indian businessmen and industrialists on its board of directors. Capital equipment for the proposed plant will be imported.

Interested firms should write: Herbert Rajaiah, Bharani Machine Tools, Ltd., 48 E. Abiramapuram, Madras 4, India. Additional Information concerning this opportunity can be secured by writing Bureau of International Commerce, Office of International Investment, File IRD-H, Department of Commerce, Washington, D.C., 20230.

CORDAGE

Manufacturer of wide variety of cordage, ropes, cables, yarns, twine, wishes to enter into licensing arrangement for production of cordage for shipping, fisheries, particularly novelties, specialties in synthetic field.

Write: George Gleistein & Sohn, Bremen-Vegesack (P.O. box 95), Germany.

CHEMICALS

Licensing arrangement sought with U.S. company to manufacture chemicals used in textile industry. Chemicals would include lubricants, detergents, dyeing assistants, penetrants, finishes, other textile auxiliaries.

Write: Gibson Kelite Industries, Ltd., 43-59 Claremont Ave., Greenacre, N.S.W., Australia.

Belgian, Dutch, English firms want rights to produce U.S. gas appliances, equipment

Recent natural gas discoveries generate licensing requests from European manufacturers through GAMA Trade Mission's visit

As a result of recent natural gas discoveries in the Netherlands, the Gas Appliance Manufacturers Association (GAMA) sent a Trade Mission to Europe to survey the market for U.S. gas appliances and equipment.

This Mission, under the sponsorship of the Department of Commerce generated licensing requests from European manufacturers to produce the following products. Additional information on many of these opportunities is available from GAMA, 60 E. 42nd St., New York, N.Y.

Belgium

Manufacturer of coal stoves seeks license to manufacture gas heating stoves, radiators. Fonderies Lailemond, Rue Pierre Dupont, Evere, Brussels 14.

Manufacturer of room heaters, other sheet metal work seeks license to make line of room heaters especially balanced flue heaters. S.A. Remytole, Ave. de Mevement, Haine St. Pierre.

Manufacturer of gas appliances, (industrial, domestic) wants license to manufacture high power burners similar to Maxon burners. Sapragaz, 162 Chaussee d'Anvers, Brussels.

Domestic gas heating appliances manufacturer seeks license to manufacture burners, safety valves for catalytic burners, convectors, radiators. A. Claeys —Flandria, Zedelgem.

Machinery producer seeks license to manufacture industrial gas-burning equipment, large valves, regulators. Atetiers J. Hanrez, 4 Rue de Trazegnies, Monceau-sur-Sambre.

Manufacturer of oil burners desires license to make gas-fired warm-air furnaces, also large industrial gas burners. SOCMA, s.p.r.r., 515 Rue de Grand-Bigard, Berchem, Brussels.

Manufacturer of cooking, heating apparatus (coal, oil, gas) wants license to manufacture gas room heaters. Fonderies St. Joseph et Samson Revnis, Blvd-Lemonnier 12-14, Brussels.

Burners, cooking equipment manufacturer seeks license to produce convection heating (industrial, domestic) safety controls for ovens. La Magneto Belge, 123-127 rue Marconi, Brussels 18.

Firm engaged in bulk storage of propane, butane gases, interested in license to manufacture domestic appliances. "SUPERGAZ", 59 Duivenstraat, Malines.

England

Air-heater and boiler manufacturer seeks license to manufacture gas (manufactured gas) burners under 500,000 b.t.u. Clyde Fuel Systems, Ltd., Queen Elizabeth Ave., Hillington, Glasgow S.W. 2, Scotland.

Boiler maker seeks license to manufacture oil, gas-fired air heaters. Charles McNeil, Ltd., Kinning Park Hydraulic Forge, Scotland St., Glasgow, Scotland.

Air treatment engineer seeks license to manufacture gas-fired incinerators (commercial, industrial, domestic). Thomas McDowell, Ltd., RCM Works, South Way, Wembley, Middlesex.

Manufacturers of ducted air heating, heat exchanges interested in license to manufacture oil and gas furnaces, warm air plants for domestic heating—50,000-100,000 btu's. Scottish Mechanical Light Industries, Ltd., Scotmec Work., Ayr, Scotland.

Manufacturers of aircraft with an industrial subsidiary in engineering equipment want license to manufacture hydronic heating systems, temperature, pressure controls. Hawker Siddely International, Ltd., 32 Duke St., London W. 1.

Sheet steel fabricating engineers desire license to manufacture small-bore baseboard heaters or separate fin type heaters. Midland Sheet Metal, (Nottingham), Ltd., Arnside Rd., Bestwood Park Estate, Nottingham.

Sheet metal fabricator wants license to make products manufactured from sheet metal (stainless, mild steel, aluminum). Farrell Engineering Co., Ltd., West Pier, Dunlaoire, Eire.

Time controls manufacturer seeks license to make time controls for heating, lighting, ventilating, air-conditioning. Vennes, Ltd., Kingston-by-Pass, New Malden, Surrey.

Manufacturer of power couplings wants license to make power couplings for pumps, compressors, rotating machinery. Turbomachines, (Development), Ltd., Station Rd., Dorking, Surrey.

Seeks license to manufacture air-conditioning equipment. Seldon Wilson Engineering Co., Ltd., New-castle-on-Tyne.

Netherlands

Manufacturer desires license to produce domestic gas appliances such as heaters, stoves for natural gas industry. Ruys Handelsvereniging Overzee N.V., Hoge Nieuwstraat 18, The Hague.

Manufacturer wants license to make thermostats for gas industry. Hasmi N.V. Technische Apparatenfabriek, van Ostadestraat 330, The Hague.

Sheet metal products producer seeks license agreement with importing heating components (e.g. burners) from U.S. N.V. Noord-Nederlandse Roseturijstaal Industrie, Valkstraat 9, Sneek.

Wholesaler of gas appliances interested in license to manufacture gas room heaters under own name. R.S. Stokvis & Zonen N.V., New York Office, 17 Battery Pl.

Manufacturer of explosion-proof boxes wants license to manufacture gas-fired boilers (cast iron). N.V. Nederland, Donkere Spaarne 22, Haarlem.

Manufacturer seeks license to make boiler line, industrial space heaters (gas). "Reputabel", Groenesingel 105, Weesp.

Manufacturer wishes to produce mass-produced components for heating systems. Nederlandse Schroefboutenfabriek N.V., Helmond.

Aircraft manfacturer seeks gas fired heating equipment for prefab houses (30,000-40,000 btu hr) also gas geysers. Royal Netherlands Aircraft, Factories Kokker Schiphel, Zuid.

Manufacturer of coal, oil, gas heating equipment wants hot water central heating units up to 100,000 btu also warm air units, small balanced flue heaters (to 10,000 btu). Beckers Haardenfabriek N.V., Bergen op Zoom.

Manufacturer of auto-leveling devices for petro-chemistry industry interested in license to manufacture gas meters or scientific measuring devices. Evershed-ENRAF, Delft.

Manufacturer of heating equipment seeks license to manufacture consumer heating products, e.g. low temperature ribbon burners, large steam boilers. N.V. Bronswerk, Emstraat 91, Amersfoort.

Manufacturer of combustion equipment seeks license to make industrial gas burners. A. de Jong N.V. Engineering Works, P.O. box 26, Vlaardingen.

Manufacturer of machinery, sheet metal products wants license to manufacture residential central heating boilers of 75-500,000 btu; also gas "washing" equipment. N.V. Veluwse Machine Industrie, Epe.

Wholesaler desires license to manufacture domestic, commercial boilers, burners up to 6 million btu. N.V. Technisch Handelsbureau G. deBoer, Kloveniersburgwal 103, P.O. box 56, Amsterdam.

Central heating boiler manufacturer seeks license to produce gas burners; also interested in gas conversion (domestic). N.V. Fabriek van Centrale Verwarmingsketels, Kayersdijk 37, Apeldoorn.

Gas burner producer seeks license to manufacture gas burners, central heating systems. E.R.M.A.F., Nijverheidsstraat 3, Rotterdam.

Manufacturer of central heating equipment seeks license to manufacture gas burners (domestic and industrial); also interested in "fuel-cell". A. H. Steenbergen N.V. Engineering Works, 1 Boomdijk, Klaaswaal.

Manufacturer of precision mechanical equipment, hydraulic valves seeks license to manufacture precision parts for gas industry. W.C.T. Hart & Zn., Adrianalaan 380, Rotterdam 12.

Producer of bicycles seeks license to manufacture gas appliances. N.V. Rjwielindustrie F. & J. van Werven, Meppel.

Manufacturer of gas burners seeks license to manufacture controls. Gateway Products, 78 de Sitterlaan, Leiden.

Manual valves manufacturer seeks license to make thermostats, fine components for gas industry. Becker's Sons N.V. (Beckson), Brummen-Holland.

Manufacturer of remote controls wants license to manufacture industrial controls. Handelsvereniging Staalmetaal N. V., Riouwstraat 155, The Hague.

Manufacturer of heating, ventilating systems seeks license to manufacture heating systems. Stigter & Messemaeckers, Inc., Utrecht.

Radiator manufacturer seeks to manufacture central heating furnaces (boiler) of pressed and welded steel—warm water. De Vries Robbe & Co. N.V., Rotterdam.

Manufacturer of tanks for construction work wants license to manufacture heating equipment (components) e.g. burners, valves, plugs. Haven bedrijf "Vlaardingen-Oost" N.V, Vlaardingen.

Manufacturer of gas-fired heaters desires license to manufacture industrial air, space heaters. Verhoeffs Isoleer en Ovenbouwbedrifj N.V., Wijnhaven 84, Rotterdam.

Electrical systems manufacturer seeks license to manufacture industrial heating, including plant heating, also interested in portable gas heating equipment for use during construction. N.V. Electrotechnische Industrie, A. Hoop, Willingestraat 2, Rotterdam.

License sought for vented, unvented direct heating equipment (up to 30,000 btu), for small gas boilers (120-320 btu hr). Joh. Bierman, Groenlo.

Seeks licensing rights for manufacture of parts according to specifications of U.S. manufacturers such as pressed brass, turned parts, gas cocks, pressure regulators, valves for natural gas applications. Industrieele Mij. Zutphen N.V., Coenens Parkstraat 26, Zutphen.

Manufacturer interested in obtaining licensing rights for manufacture of parts such as burners, valves, plugs for natural gas applications. Havenbedrijf "Vlaardingen-Oost" N.V., Vlaardingen.

Seeks licensing rights for manufacture of gas burners (2 to 40 million btu), burners, dual, gas oil for boilers. N.V. Stookwerk, Geestbrugkade 18, Rijswijk (Z-H).

Manufacturer seeks licensing rights for production of natural gas equipment for commercial use. Wolter & Dros N.V., 25 van Persijnstraat, Amersfoort.

Adviesbureau voor Electro- en Warmtetechniek B.E.H. van den Boogaard, Gouisesingel 12, Rotterdam, wants joint venture for producing gas fired boilers for central heating, electrical apparatus, electric valves.

Guatemalan investment survey available

Guatemala—"at the top of Central America's dynamic common market"—unfolds a myriad of investment opportunities for alert firms seeking expansion in such varied areas as industry, agriculture, transportation and tourism, according to a recent survey.

The illustrated 30-page study reports interviews with the executives of a number of U.S. "blue chip" firms already established in Guatemala, in addition to providing basic information on the country's economy and its development potential under the government's policy "to guarantee freedom for industry and commerce as a determining factor to speed the development of private enterprise."

Copies of *Guatemala: A Panorama of Potentials,* are available free of charge to industrial and business firms from Conway Research Inc., 2600 Apple Valley Rd. Atlanta, Ga., 30319.

Icelandic firm seeks capital to develop salmon farms

Number of small installations planned rather than large center

An Icelandic firm that has been carrying out scientific experiments in the breeding of a unique cross-breed of salmon (Salmo Trutta Islandia) is now seeking additional capital in order to develop the salmon farms required for commercial production.

The firm, presently capitalized at $35,000, plans a number of relatively small installations, rather than a large fish rearing center, both for the accessibility of fresh water and to minimize the danger of disease in the fish.

Increased production

In about 2 years, the first section of the planned installation, it is estimated, would produce 100 tons of salmon a year, with total production gradually increasing to around 1,500 tons a year.

The salmon, which in its natural state grows to sizes varying between 3 and 12 pounds, would be marketed in quick-frozen form. Because it is a luxury product—the meat being more tender and succulent than other types of salmon —it is anticipated that this type of salmon would enjoy a good demand from institutional users in the United States and European luxury resort areas.

U.S. firms interested in participating in the development of these salmon farms on a joint venture basis should write: Bureau of International Commerce, Office of International Investment, File 5-0989-1-S, Department of Commerce, Washington, D.C., 20230.

HOUSEHOLD UTENSILS

Manufacturer of household articles, metal furniture seeks license to make all kinds of household utensils, equipment, electric, otherwise, such as saucepans, bowls, dishes, with or without coating (such as Teflon ware); metal office furniture; refrigerator accessories (such as ice trays, defrosting trays, deepfreeze compatments); hair dryers, hairdresser accessories and equipment; light metal pallets for lift trucks.

Write: Belgian Consulate General, Industrial Information, Service, 50 Rockefeller Plaza, New York, N.Y., 10020.

Israeli spare parts importer requests water pump license

U.S. manufacturer of pumps for both European, U.S. vehicles preferred

An Israeli spare parts importer seeks a license from an established U.S. manufacturer of automotive water pumps to purchase constituent parts and assemble them into complete pumps in Israel.

The Israeli firm claims that customs duties on pumps and parts are 35% levied on the c.i.f. value, and that pumps assembled in Israel could be priced lower than complete imported pumps because of lower labor costs in assembly. The arrangement sought preferably would be with U.S. firm manufacturing pumps for both U.S. and European vehicles.

Car registration climbs

It is reported that in late 1963, 120,659 motor vehicles were registered in Israel with the number steadily increasing. The Israeli firm estimates a market of 6000 replacement pumps annually, excluding those which might be sold to local vehicle assembly plants. It is also claimed that there is at present but one major manufacturer of water pumps producing only for U.S. vehicles.

The firm states it can manage its financing locally and seeks no investment by the prospective licensor. In the event it is able to successfully conclude a licensing arrangement with a U.S. firm, it intends to form a partnership with a local machine shop with which it has a working relationship.

Manufacturers of automotive water pumps wishing to follow up this opportunity should write: Bureau of International Commerce, Office of International Investment, File 4-5013-1-S, Department of Commerce, Washington, D.C., 20230.

MATERIAL HANDLING GOODS

Manufacturer of automated equipment, various types of valves for oil, food, chemical industries, seeks licensing or joint venture arrangements to make automatic material handling equipment; special valves (up to 12" in diameter) for chemical, oil, food industries; and special pumps.

Write: Belgian Consulate General, Industrial Information Service, 50 Rockefeller Plaza, New York, N.Y., 10020.

PLASTIC PRODUCTS

Licenses sought for manufacture of new types of plastic products for use in building trade, such as windows, doors, sections, by manufacturer of thermoplastic plastics, products of glassfiber Polyester.

Write: Dyna-Plastik-Werk GmbH, 135 Muelheimer Strasse, 507 Bergisch-Gladbach, Germany.

PRECISION GEAR BOXES

Manufacturer of small mechanical precision instruments is interested in manufacture under U.S. license of precision gear boxes; measuring, registered devices. Write: Denis Freres & Cie, 68 rue Edouard-Cannevel, Saint-Nicolas-D'Aliermont (Seine Maritime), France.

SPECIAL AIR FILTERS, FANS

West Berlin firm well-equipped with machinery is interested in being licensed by U.S. firms for production, sale of special air filters, fans for railroads, vehicles, buses, ships.

Write: Oceana-Werk Aktiengesellschaft, 38-50 Benzstrasse, Berlin 48, Germany.

FOUNDRY PLANT

Canadian foundry plant is available for joint venture operation, rental or outright purchase. Plant blueprints, photographs, brochure are available, on loan, by writing: O. M. Knoof, c/o Adanac Foundry Industries, Ltd., Grand'Mere, Quebec.

FOOD MACHINERY

Manufacturer of scales, lathes seeks license to produce food machinery, especially for bakeries. Write: G. F. Almerstrom, Blomquists Verkstadsaktiebolag, Forsaljningsavdelningen, Birger Jarlsgatan 40, Stockholm O, Sweden.

DRIERS

Manufacturer of industrial, agricultural driers, ventilators, air circulators, quick freezing machinery is interested in manufacturing under licenses from the U.S. driers for use in agriculture. Write: Baltogar, S.A., Luchana-Baracaldo, Vizcaya, Spain.

BUTCHERS' SAWS

Manufacturer of butchers' machinery, supplies is interested in negotiating licensing arrangement with U.S. manufacturer of butchers' saws used in supermarkets for prepackaging of meats.

Write: Henry Berry, Ltd., 10-12 Manukau Rd., Newmarket, (P.O. box 9325), Auckland, New Zealand.

Firm's venture in India gets AID guaranties

The Agency for International Development has issued guaranties for an investment by an Indiana company in the manufacture of industrial cleaning equipment in India.

The investor is the Wheelabrator Corporation, a division of Bell Intercontinental Corporation of Mishawaka, Indiana.

The U.S. firm has established an Indian company, Indabrator, Ltd., with Indian partners, near Bombay to manufacture airless blast metal-cleaning equipment and dust and fume collectors. The equipment is expected to benefit the Indian economy by substantially improving the efficiency and output of the foundry, forge and steel mill industries in India.

The Indiana firm has invested cash and technical know-how valued at a total of $64,500, in return for equity shares of Indabrator.

The AID guaranties provide insurance against losses in case the U.S. firm should be unable to convert receipts from its investment into dollars, and also in the event of expropriation. Maximum protection under the guaranties in either case would be $129,000.

U.A.R. signs trade agreement with France

The first trade agreement since the resumption of diplomatic relations has been signed between France and the United Arab Republic.

The U.A.R. will export textiles, vegetables, and fruits and will import industrial equipment, semi-finished products, and raw materials.

The present total volume of trade between the two countries is about $37 million annually with the U.A.R. importing $21.4 million worth of goods from France in 1963.

DEEP FROZEN FOODS

Manufacturer of potato chips, other snacks seeks licensing or joint venture arrangements for production of deep frozen foods, except fish, meat, poultry. N.V. Eubisfa, Wilhelminastraat 2, Hilversum, Netherlands.

The director of this firm will be in the U.S. and all inquiries after August 25 should be addressed to him c/o the Department of Commerce Field Office, 61st Fl., Empire State Bldg., 350 Fifth Ave., New York, N.Y., 1001.

Australia issues tenders for bids on construction of Blowering Dam works

Prospective bidders asked to register before August 24

The Snowy Mountains Hydro-Electric Authority (SMA) of Sydney, Australia, is inviting tenders on the construction of Blowering Dam and appurtenant works, under Contract No. 20,094.

Firms interested in tendering should register by letter with the Business Manager, Snowy Mountains Hydro-Electric Authority, P.O. Box 332, Cooma North, N.S.W. before August 24. Letters should include a statement of the firm's financial and technical resources as well as a brief summary of previously completed similar projects. From the registered firms, tenders will be invited about September 15, when specifications will be available. The bid deadline will be November 30.

The contract will involve the following:

(a) Excavation for and construction of Blowering Dam, which will be a rockfill structure approximately 370 ft. high with a crest length of approximately 2,400 ft. The embankment will contain approximately 7,500,000 cu. yds. of rockfill, 3,000,000 cu. yds. of central earth core and 800,000 cu. yds. of processed filter material;

(b) Excavation for and construction of a reinforced concrete spillway on the right abutment. The spillway chute will taper from an uncontrolled crest 200 ft. wide flip bucket which will be supported and anchored on reinforced concrete columns;

(c) Completion of excavation for diversion channels and diversion of the Tumut River through a 20 ft. diameter tunnel which is presently under construction;

(d) Completion of the tunnel intake and trashrack structure, gate shaft and hoist house and the installation of a circular bulkhead and control gates;

(e) Construction of a concrete tunnel plug at the junction of the diversion branch tunnel;

(f) Construction of an access bridge to the hoist-house.

A brochure which details the work and gives geological area information is available free of charge from SMA on request. A copy of the brochure is expected to be available for review in the Building Materials & Construction Industries Division, BDSA-306, Department of Commerce, Rm. 4012, Washington, D.C. 20230, Telephone: 202-WO 7-3601.

France seeks CCTV system for NATO headquarters

Under the International Competitive Bidding (ICB) procedures of NATO, France is calling for the supply and installation of a closed circuit television system and associated equipment for the NATO Headquarters. The system will operate on the European (625 line) system and consist of 7 cameras, 16 receivers and 2 receiver-projectors, as well as associated photographic and sound equipment.

Under the ICB procedures, firms eligible to bid on NATO projects should submit a completed questionnaire before October 1 and indicate their interest by writing to: Monsieur le Directeur des Services, Techniques des Telecommunications de l'Air, 129 Rue de la Convention, Paris, 15eme, France.

Copies of the notice and the questionnaire are available to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230, Telephone: 202-967-4036.

Firms not presently eligible to bid on NATO projects should contact the Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230, Telephone: 202-964-4674.

Let the embassy help

To insure the strongest possible support for the sale of U.S. goods or services relating to trade opportunities published in these pages, it is suggested that:

U. S. firms submitting bids on government tenders, or other trade opportunities, notify the U.S. Commercial Attaché in the country concerned, of their intention to bid.

Name and address of all U.S. commercial officers may be obtained at any Department of Commerce Field Office. (See list on inside back cover of this issue).

Ceylon seeks steel supply; invites bids on 235 items for new hardware venture

The Ceylon State Hardware Corporation, an industrial venture fully owned by the Government of Ceylon and established to manufacture hardware and small tools, has asked for bids on 235 items of steel that are required.

Bid deadline is Aug. 31.

The standards of materials and sizes given in the list of requirements are Polish Standards. However, suitable equivalents may be offered which are based on information included in the request for bids.

The total weight of steel required is approximately 880 tons, consisting of the following:

Carbon steel: HR bars, 568 tons; CD bars, 44 tons; sheets, 57 tons; strips, 188 tons.

Alloy steel: HR bars, 8 tons; CD bars, 1 ton.

Carbon spring steel: strips, 1,496 lb.; HR bars, 3.645 lb; wire, 2,728 lb.

Carbon tool steel: HR bars, 53 tons; CD bars, 2,492 lb.; sheets, 8,773 lb.

Stainless steel: sheets, 7,100 lb.; HR bars, 1,714 lb.

Details of requirements are available for examination in the Iron & Steel Division, BDSA, Department of Commerce, Rm. 4222, Washington, D.C.

Phonograph records market has potential in Austria

The outlook for U.S. phonograph record sales in Austria shows that many U.S. manufacturers are allowing a potential market opportunity to pass them by. Austrian phonograph record sales for 1963 have been estimated at US$4 million. This represents an annual growth rate of 12 to 15% since 1961.

According to on-the-spot business experts, the trend is expected to go a long way before it starts to level off. Austrian phonograph record importers have requested the American Embassy in Vienna for help in arranging for U.S. firms to take advantage of the indicated potential.

Some of the Austrian firms interested in handling U.S. phonograph records are:

Centrocard Schallplattenvertriebsges. (Schallplattenvertriebsges.m. b.H., Johannesgasse 4/6, Vienna I.

E. Kratochwil, Taborstrasse 52 A, Vienna II.

Dkfm. Otto Schaettle, Schallplatten-import dienst, Schoenbrunnerstrasse 174, Vienna XII.

"Terraphone." Fridrich Schiegl Goldgasse 2, Vienna IV. (World Trade Directory listing July 5, 1961).

Roland Teuchtler, Schallplattenhandlang & Antiquariat, Schottengasse 30, Vienna I. (World Trade Directory listing February 17, 1964).

A. Weiner, G.m.b.H., Karl Schweighofergasse 12, Vienna VII. (World Trade Directory listing January 11, 1963).

World Trade Directory Reports on these firms may be obtained by U.S. firms located in the U.S. for $1 per copy from the Commercial Intelligence Division, Bureau of International Commerce, Rm. 6059, Department of Commerce, Washington, D.C. 20230.

Interested U.S. phonograph record manufacturers should communicate directly with the firms listed, and notify the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230, so that the American Embassy in Austria may be kept informed.

OGA of Greece modifies tender for EDP system; extends bid deadline

The Procurement Committee of the Agricultural Insurance Organization (OGA), 48 Athinas & 20 Sofocleous Street, Athens, has reissued a modified tender to cover the procurement, purchase, or lease of an electronic data processing system and peripheral equipment with an estimated value of $1,400,000, under tender No. 36695.

Bid deadline has been extended to Sept. 22 from July 15.

Terms and specifications are available for loan to firms located in the U.S. from the Business Equipment Branch, SPBE Division, BDSA-311, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4379.

Ceylon firm wants bids on ventilation plant

Jafferjee Brothers (importers, dealers), 161 Prince St., Colombo 11, Ceylon, want descriptive literature and quotations (in triplicate) for the supply of a ventilation plant for a textile factory.

Following are the specifications of the plant desired:

Three fan units with streamlined propeller fans, heavy duty with 60" blade diameter, capable of delivering 24,500 cu. ft. of free air per minute through duct against a total water gauge of 1", driven by a suitable electric motor attached; three fan units with streamlined propeller fan to exhaust hot air of finishing department, with 24" blade diameter and a capacity to exhaust 4000 cu. ft. of air per minute when running at about 650 r.p.m., coupled with suitable electric motor; units must be suitably framed for affixing to walls and motors must be supplied with necessary controls. Available current is 400/440 volts, 3 phase, 50 cycle A.C.

A World Trade Directory Report, dated January 31, furnishing background information on this firm is available for $1 from the Commercial Intelligence Division, BDSA, Department of Commerce, Washington, D.C., Telephone: 202-WO 7-4674.

Australia seeks microwave and radio relay equipment

The Postmaster-General's Department in Melbourne is seeking main line radio relay equipment for television and telephone. The range of equipment desired covers two and one-way capability for carrying a 625 line television system and 300-960 telephone channels. Also sought are short haul relay equipment to handle television and voice channels, medium and small capacity telephone relay equipment and service channel (auxiliary) relay equipment.

The bid deadline of Tender No. C. 9580 is Oct. 8.

Copies of the specification are available at the Consul-General for Australia, 636 Fifth Ave., New York 20, N.Y. or on a loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4036.

Communication equipment sought for Baghdad Airport

The Iraqi Ministry of Communications is inviting bids for the supply and installation of radio tranceivers, navigational beacons, telephones message facsimile systems, WX radar and other systems for the Baghdad International Airport under tender No. A/4/1964.

Bid deadline is Sept. 26.

Copies of the specification may be obtained for $70 each from the Directorate General of Roads and Bridges (Contract Division) for Baghdad International Airport, Baghdad. Reference should be made to contract A/4/64 when requesting specifications.

Interested manufacturers can review the specifications at the Iraqi Embassy, 1801 P. St., NW., Washington, D.C. Telephone: 202-483-7500.

Reminder issued on UAR, Libya tropospheric link; entire network must be bid

INTERNATIONAL COMMERCE carried a trade opportunity for a tropospheric telecommunications link between Libya and the UAR on p. 67 of the July 6 issue.

Interested respondents are reminded that the entire network UAR (Alexandria and Marsa Matruh) and Libya (Derna Tobruk) must be bid. Libyan specifications are available only from the Department of Posts and Telegraphs, Tripoli, at a cost of L£50 ($140.00). Each tenderer should submit the Derna/Tobruk proposal to the President of the Central Tender Board, Ministry of Finance, Tripoli, Libya and the Alexandria, Marsa Matruh portion to the Telecommunications Administration, Opera Exchange Bldg., P.O. Box 795, Cairo.

Bid deadline is September 1.

A copy of the UAR specification only is available on loan to firms located in the U.S. from the Electronics Division, BDSA-308, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4036.

India wants instruments for digital recording

The Government of India is offering a tender for digital recording instruments complete with appropriate transducers and accessories, designed to measure the following quantities: voltage, current, energy (in kilowatt hours), power factor, temperature, pressure, vacuum, flow, tension, time, and distance.

Bid deadline is Aug. 28 for tender No. SMH-3/5144/IA/I(a)/476.

Terms and specifications in English are available from: Director General of Supplies & Disposals, National Insurance Bldg., Parliament Street, New Delhi, India, or from the Scientific, Photographic & Business Equipment Division, BDSA, Rm. 4110, Department of Commerce, Washington, D.C., Telephone: 202-WO 7-2312.

Pakistan asks firms to appoint agents

The Department of Investment Promotion and Supplies, Ministry of Industries, Government of Pakistan, has indicated that it does not generally deal directly with foreign suppliers but with their accredited agents in Pakistan. Agents are required to be registered with the Department as approved contractors. On the authority of the agency, certificates are issued in their favor by the foreign suppliers after the financial standing of such parties have been checked with their bankers.

The Department also pointed out that interested parties should be advised to appoint their agents in Pakistan so that after they have been registered as approved contractors, tender inquiries could be issued to them for items for which they are registered.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated June, unless otherwise marked.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Australia, July.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Malaysia.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Portugal.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Switzerland.

Book, Magazine and Periodical Importers and Dealers—Japan.

Business Firms—Cape Verde Islands, July.

Business Firms—Togo.

Chemical Importers and Dealers—Belgium.

Chemical Importers and Dealers—Colombia.

Chemical Importers and Dealers—Honduras, July.

Chemical Importers and Dealers—Mexico.

Electronic Equipment for Home Entertainment, Phonograph Record and Pre-Recorded Magnetic Tape Importers, Dealers and Manufacturers—Austria.

Electronic Equipment, Electron Tube, and other Electronic Components and Accessories Importers, Dealers and Manufacturers—Austria.

Feedstuff Importers, Dealers and Manufacturers—Brazil.

Feedstuff Importers, Dealers and Manufacturers—Republic of South Africa.

Household Appliance Importers and Dealers—Syria.

Lumber, Plywood and Veneer Importers, Dealers and Exporters—The Netherlands.

Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Colombia.

Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Ecuador, July.

Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Venezuela, July.

Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Australia, July.

Plastic Material Importers, Dealers and Manufacturers—Colombia, July.

Provision Importers and Dealers—Iraq.

Provision Importers and Dealers—The Netherlands, July.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

019 Commercial Farms

AUSTRALIA—Nitrogen-fixing bacterial cultures, soil testing equipment to supplement present line; direct purchase and agency. Inoculo Laboratories (manufacturer, wholesaler), 72 Victoria Crescent, Mont Albert, Victoria. WTD 7/10/64.

071 Agricultural Services

PAKISTAN—Coir fabric for use in carpet industry. Gosien & Co. (agent, importing distributor), 4-B Shahalam Market, Lahore. WTD 6/15/64.

200 Food

ALGERIA—Food products, all kinds. Nicolas de Pletnikoff (importer, agent), 10 bis, Rue Desfontaines, Algiers. WTD 7/18/64.

201 Meat Products

AUSTRALIA—Cellulose skin for sausages. Benson's Import-Export Co. (importer, exporter, wholesaler), G.P.O. Box S.1334, Perth. WTD 4/9/63.

Canned meats, especially beef; direct purchase and agency. Andrew Anthony & Co. (importer, exporter), Telford House, 300 George St., Sydney. WTD 7/23/64.

202 Dairy Products

AUSTRALIA—Skim milk powder or buttermilk powder either roller or spray dried for use in compounding of animal and poultry feeds. Poultry Farmers Cooperative Society Ltd. (poultry, stock food), Red Comb House, Roma St., Brisbane. WTD 7/14/64.

● **BURMA**—Butter, 531 cases, packing 48 x 1 pound tin, tender No. PA1/BA(1)64, bid deadline Aug. 25. Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4794).

203 Canning, Preserving Foods

AUSTRALIA—Canned pineapple juice and other canned foods; direct purchase and agency. Andrew Anthony & Co. (importer, exporter), Telford House, 300 George St., Sydney. WTD 7/23/64.

FRANCE—Canned meat; U.S. specialties such as canned hamburgers. Ets. Porfin (manufacturer, exporter, importer), 21 Rue du Bouloi, Paris 1er.

204 Grain Mill Products

● **BURMA**—Oatmeal 335 cases, packing 36 x 20 ounces, tender No. PA1/BA(4)64, bid deadline Aug. 25. Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4794).

207 Confectionery

● **BURMA**—Chocolate, 31,050 lbs., tender No. PA1/BA(2)64, bid deadline Aug. 25. Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4794).

209 Food Preparations

AUSTRALIA—Expeller expressed soya bean meal for use in stock and poultry feed. Poultry Farmers Co-operative Society Ltd., Red Comb House, Roma St., Brisbane, Queensland. WTD 7/14/64.

● **BURMA**—Jelly powder, 5,677 lbs., tender No. PA1/BA(3)64, bid deadline Aug. 25. Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-4794).

220 Textile Mill Products

FRANCE—Blue denim fabric; direct purchase and agency. Matexpa-Societe Commerciale des Matieres pour Textile & Papeterie (dealer in textiles), 3 Impasse Barbier, Clichy (Seine). WTD 5/6/63.

LIBERIA—Cotton fabrics suitable for covering mattresses; furniture upholstery fabrics—rayon, woolen, rubber coated; accessories for use in covering mattresses and for upholstery. Chicri Brothers, Inc. (importer, wholesaler, retailer), P.O. Box 109, United Nations Drive, Monrovia. WTD 2/10/64.

221 Broad Woven Fabrics, Cotton

FRANCE—Cottonades. Direct purchase and agency. Ets. Textiles Confectionneurs Reunis (manufacturer), 33 Rue Beauregard, Paris 2e. WTD 8/30/63.

GERMANY—Yard goods, cotton, unbleached or bleached to make bed sheeting, table cloths, towels, for use in hospitals and similar institutions. Direct purchase or agency. Price quotations c.i.f. German seaport preferred; requests replies in German. Fritz Koehn (wholesaler, sales agent), 77/79 Am Wall, 28 Bremen. WTD 7/23/64.

VENEZUELA—Upholstery fabrics for decorator and furniture shop use and sale; requests replies in Spanish. Decoradora Venezolana, S.A. (Decovensa) (decorator), Avenida Las Palmas, Edificio Socamara, Local 2, Los Caobos, Caracas. WTD 6/1/64.

222 Broad Woven Fabrics, Manmade Fiber, Silk

FRANCE—Dacron fabrics. Direct purchase and agency. Ets. Textiles Confectionneurs Reunis (manufacturer), 33 Rue Beauregard, Paris 2e. WTD 8/30/63.

225 Knitting Mills, Products

MALTA—Knitting materials, all kinds, for garment manufacturing. Victor Cassar & Co. (importer, exporter), 3 Bay Junction, St. Julians. WTD 7/22/64.

227 Floor Covering Mills, Products

VENEZUELA—Rugs for decorator and furniture shop use and sale; requests replies in Spanish. Decoradora Venezolana, S.A., (Decovensa) (decorator), Avenida Las Palmas, Edificio Socamara, Local 2, Los Caobos, Caracas. WTD 6/1/64.

229 Textile Goods

AUSTRALIA—Ropes, all kinds; direct pur-

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

chase and agency. A. W. Hansor Pty. Ltd. (importer, exporter, wholesaler, manufacturer), 629 Church St., Parramatta, N.S.W. WTD 7/6/64.

FRANCE—Woolen and cotton wastes. Blanchisserie Industrielle De L'Oise (manufacturer, dealer), 8 Ave. Parmentier, Paris 11e. WTD 9/25/63.

PHILIPPINES—Textile remnants, irregular piece goods, seconds. Willyson Remnants Enterprises (importer, wholesaler, retailer), 1011 Folgueras, Manila. WTD 9/14/63.

230 Apparel

FRANCE—Women's and children's overalls and dressing gowns; requests replies in French. S.A. Mitrani (manufacturer), 31 Rue de Clery, Paris 2e.

PAKISTAN—Shirts, pants, suits, blazers, socks, ties, belts for men, boys; dresses for women, girls. Sheikh Brothers (importing distributor), R-2 Nila Gumbad, Lahore. WTD 6/17/64.

232 Men's, Youths', Boys' Furnishings

GERMANY—Men's and women's work clothing for use in commercial, industrial and institutional establishments, to include two-piece suits, trousers, overalls, shirts, made of cotton or synthetic fiber. Direct purchase or agency. Price quotations c.i.f. German seaport preferred; requests replies in German. Fritz Koehn (wholesaler, sales agent), 77/79 Am Wall, 28 Bremen. WTD 7/23/64.

233 Women's, Misses', Juniors' Outerwear

JAPAN—Ready-made synthetic fiber suits, women's, misses'; requests replies with catalogues, prices c.i.f. Japan. Imaeda Shoten, K.K. (import, export company), 10, 7-chome Tenmacho, Naka-ku, Nagoya. WTD 12/6/63.

238 Apparel, Accessories

GERMANY—Men's and women's rainwear for commercial and industrial use, made of cotton or synthetic fiber, vulcanized, rubber or plastic coated. Direct purchase or agency. Price quotations c.i.f. German seaport preferred; requests replies in German. Fritz Koehn (wholesaler, sales agent), 77/79 Am Wall, 28 Bremen. WTD 7/23/64.

239 Fabricated Textile Products

● **IRAQ**—Traveling tents, canvas, dark olive, waterproof, 5′4″ long by 5′3″ wide, 30,000. Tender No. ORD/44/1964, bid deadline Sept. 20. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, Iraq.★ (Telephone: 202-WO 7-5469).

● Waterproof canvas tarpaulin sheets, 1,400, ranging in size from 6½′ x 6½′ to 20′ x 24′, olive khaki, 2″ double folded and double stitched, brass eyelets, ½′ rope 6′ long. Tender No. ORD/10/1964, bid deadline Sept. 9. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, Iraq.★ (Telephone: 202-WO 7-5469).

● Traveling tents, canvas, dark olive, waterproof, 5′4″ long by 5′3″ wide, 30,000. Tender No. IE/65, bid deadline Sept. 15. Government-Purchasing Board, Salim Habib Bldg., Rashid St., South Gate, Baghdad.★ (Telephone: 202-WO 7-5469).

VENEZUELA—Window curtains for decorator, furniture shop and sale; requests replies in Spanish. Decoradora Venezolana, S.A. (Decovensa) (decorator), Ave. Las Palmas, Edificio Socamara, Local 2, Los Caobos, Caracas. WTD 6/1/64.

240 Lumber, Wood Products

FRANCE—Coniferous woods; requests replies in French. Pierre Gage & Cie (dealer), 88 Grande Rue, Villemonble, Seine. WTD 1/8/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Prefabricated wood houses; all types. Direct purchase and agency. Ets. Sherringham (timber agent), 71 Rue Raynouard, Paris 16e. WTD 1/25/63.

251 Household Furniture

AUSTRALIA—Tickings for mattress covers and acetate-type fibre coir. Riddell Industries Pty. Ltd. (importer, manufacturer, wholesaler), Riddell, Victoria. WTD 6/19/64.

CANADA—Household furniture, Scandinavian type, teak wood. Gagnon Freres Meubles, Studio Roland Delisle (importer, retailer), 400 Racine St. East, Chicoutimi, P.Q. WTD 7/24/64.

273 Books

AUSTRALIA—Religious and general literature, also church and educational supplies. Cathedral Book Shop (importer, retailer), 199 Flinders Lane, Melbourne, C.1, Victoria. WTD 4/24/64.

281 Industrial Chemicals

● **CEYLON**—Liquid hydrogen cyanide (HCN-hydrocyanic acid), highest commercial purity 96% to 98%, 150 cylinders, each containing 70 pounds of liquid HCN. Bid deadline Sept. 15. The Ministry of Health, P.O. Box 500, Colombo, Ceylon. Copies of tender can be obtained on written application to the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.★ (Telephone: 202-WO 7-3468).

FRANCE—Tar derived chemical products; requests replies in French. Direct purchase and agency. Tebu-France (importer, dealer), 6 Rue d'Argenson, Paris 8e.

SAUDI ARABIA—Sulfuric acid, used for car batteries, of two types: concentrated specific gravity 1.850 and dilute specific gravity 1.250. Packed in Polythene bottles, each of 5 U.S. gallons net. Large dealer seeks offers from U.S. firms. Sa'id Muhammad al-'Amudi (importer, wholesaler, retailer), P.O. Box 507, Jidda. WTD 1/28/64.

282 Synthetic Materials

FRANCE—Methacrylate and methyl, lucite type, panels; also oroglas and methyl-methacrylate parts; requests replies in French. Direct purchase and agency. CINDAR (manufacturer), 48 Ave. du General de Gaulle, Champigny s/Marne (Seine).

Vinyl chloride sheets; plain, grained or printed. Direct purchase and agency. S.A. Dofan (manufacturer, importer, wholesaler), 14 Place Bonsergent, Paris 10e.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Soluble oils, sulfurized oils, castor oils, sulfone oils and fatty matters for margarine. Direct purchase and agency. Cie Francaise de Courgages & de Commissions (importer, dealer), 16 Rue des Huissiers, Neuilly s/Seine (Seine). WTD 7/29/63.

PAKISTAN—Soaps, powders, lipsticks, eyebrow pencils, perfumes, bath salts, nail polishes, nail polish removers, lotions, Sheikh Brothers (importing distributor), R-2 Nila Gumbad, Lahore. WTD 6/17/64.

285 Paints, Varnishes, Lacquers, Enamels

FRANCE—All raw materials used in fabrication of paints and varnishes. Direct purchase and agency. V. Klein & Roubinet (importer, dealer), 47/49 Rue de Geneve, La Courneuve (Seine). WTD 6/18/63.

289 Chemical Products

GERMANY—Glues, adhesives, special putties for wood, plastics and shoe industries as well as for building and construction purposes. Friedrich Wedekind (importer, wholesaler), Bahnhofstrasse 8, 213 Rotenburg/Han. WTD 7/28/64.

PAKISTAN—Glue for use in manufacturing sports goods. Remington Sports Ltd. (manufacturer), Sialkot, Pakistan. WTD 6/4/64.

VENEZUELA—Printing inks, all kinds. Senda Avila, C.A. (printing shop), Miguelacho a Tracabordo No. 106, Caracas. WTD 5/11/64.

291 Petroleum Refining

AUSTRALIA—Lubricating grease; direct purchase and agency. A. W. Hansor Pty. Ltd. (importer, exporter, wholesaler, manufacturer), 629 Church St., Parramatta, N.S.W. WTD 7/6/64.

● **KOREA**—Lubricating oil for Yongwol Thermal Plant, approximate amount $13,000. Bid No. KFX-4073-N, bid deadline 2 p.m. Aug. 26, Korean standard time. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2355).

306 Fabricated Rubber Products

GERMANY—Industrial gloves, cotton lined, rubber or plastic coated. Price quotations c.i.f. German seaport preferred. W. F. E. Vielhaben & Co. (importer, wholesaler, sales agent), 95 Gravelottestrasse, Bremen. WTD 7/23/64.

LIBERIA—Upholstery materials: full molded latex foam, slab stock latex foam, sponge rubber. Chicri Brothers, Inc. (importer, wholesaler, retailer), P.O. Box 109, United Nations Drive, Monrovia. WTD 2/10/64.

307 Plastics Products

AUSTRALIA—Highly polished moulded plastic sheet to be used as reflective material in road signs. S. & M. Supply Co. Pty. Ltd. (retailer), Albert House, King George Square, Brisbane, Queensland. WTD 7/1/64.

FRANCE—Plastic, polyvinyl chloride, coated textiles for shoe industry; requests replies in French. Societe Sicomon (manufacturer), 9 Rue de Normandie, Paris 3e.

Plastic flooring, vinyl and other coatings; requests replies in French. Ets. Saint-Chamond Granat (importer, wholesaler, distributor), 219 Bld. Saint-Denis, Courbevoie (Seine).

VENEZUELA—Containers for cosmetics and perfumes such as bottles, jars, tubes. Cosmeticos Mundiales, C.A. (manufacturer), Callejon Sta. Ana 5, Boleita, Caracas. WTD 6/9/64.

311 Leather Tanning, Finishing

FRANCE—Leather for manufacturing leather garments. Direct purchase and agency. Peausserie Du Midi (importer, dealer), 10 Bld. Jules Ferry, Paris. WTD 6/5/63.

313 Boot, Shoe Cut Stock, Findings

MALTA—Materials for manufacturing footwear. Victor Cassar & Co. (importer, exporter), 3 Bay Junction, St. Julians. WTD 7/22/64.

314 Footwear

AUSTRALIA—Engineers' boots; direct purchase and agency. A. W. Hansor Pty. Ltd., 629 Church St., Parramatta, N.S.W. WTD 7/6/64.

FRANCE—Men's shoes. Direct purchase and agency. Sisley (importer, dealer), 60 Bld. Diderot, Paris 12e. WTD 8/12/63.

317 Handbags, Personal Leather Goods

MALTA—Materials for manufacture of women's handbags. Victor Cassar & Co. (importer, exporter), 3 Bay Junction, St. Julians. WTD 7/2/64.

322 Glass, Glassware

CANADA—Glass tableware, suitable for sale in gift department of general store. Gagnon Freres Meubles, Studio Roland Delisle (importer, retailer), 400 Racine St. East, Chicoutimi, P.Q. WTD 7/24/64.

MALTA—Heatproof glassware (ovenware), and other household glassware items. The Glaselan Trading Co. (importer, exporter, wholesaler, retailer, manufacturer), 361, Prince of Wales Rd., Sliema. WTD 7/22/64.

324 Cement, Hydraulic

● **BURMA**—Cement in eight different colors; 375 lb. steel air tight drums, total 936 drums. Tender No. 59/05/63-64 (G), bid deadline Sept. 7. (Offers through local agents in Rangoon not accepted). Secretary 1, Peoples' Stores Corp., c/o Foreign Office, 77/91 Sule Pagoda Rd., Rangoon, Burma.★ (Telephone: 202-WO 7-3601).

326 Pottery

CANADA—Decorated china tableware for sale in gift department of general store. Gagnon Freres Meubles, Studio Roland Delisle (importer, retailer), 400 Racine St. East, Chicoutimi, P.Q. WTD 7/24/64.

PAKISTAN—Dinner service for 8, bone china, porcelain, melmac cup saucers, plates, dishes for retail in own shop. Sheikh Brothers (importing distributor), R-2 Nila Gumbad, Lahore. WTD 6/17/64.

327 Concrete, Gypsum, Plaster Products

JAPAN—Heavy-duty double-face pressure sensitive tape to be used with concrete metal forms. Toyo Kenzai Kogyo K.K. (manufacturer, wholesaler), 2 Akasaka Tamachi 7-chome, Minato-ku, Tokyo. WTD 7/23/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

FRANCE—Abrasives for special purpose; requests replies in French. Direct purchase and agency. Ets. Ch. Montbahut (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 3/8/62.

331 Steel Mill Products

● **BURMA**—Mild steel plates and sheets—100 pcs. ¼″ x 4′ x 8′; 100 pcs. ⅛″ x 4′ x 8′ and 100 pcs. 3/16″ x 4′ x 8′. Tender No. 58/05/63-64 (g), bid deadline August 28. Secretary 1, Peoples' Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-2363).

● **CEYLON**—Rails and fastenings as follows: 6000 tons (long) 88 lb. rail; 171 tons joint bars; 1510 tons tie plates; 105 tons of bolts to No. 751; bolts and nuts to No. 64. Tenders and nuts. All to B.S.S. specifications—rails to No. 11, 1959; joint bars to No. 47; tie plates to No. 751; bolts and nuts to No. 64. Tenders will be received by the Chairman, Tender Board, Ministry of Communications, The Secretariat, Colombo, Ceylon, not later than 11 a.m., Sept. 23.★ (Telephone: 202-WO 7-2363).

● **INDIA**—A. W. drill rods, right hand square thread, 1000 pcs. 10 ft. long and 800 pcs. 5 ft. long. Tender No. 690/Beas/PR/52640/D-59, bid deadline September 7; Ref. D/Enq./1155. Bright shafting, carbon, 22,000 ft., size range 7/16″ to 2″ diameter. Tender No. 702/Beas/PR/4790/W, bid deadline October 14; Ref. D/Enq/1161. Mild steel seamless pipe, approximately 1640 ft., I.D. 8¼″; O.D. 8⅝″; lengths of 10 ft. Tender No. 716/Beas/PR/51148/N-74, bid deadline, Sept. 28; Ref. D/Enq/1166. Tender documents available, free of charge from India Supply Mission, Washington, D.C. 20008.

● **IRAN**—32 tons of ½″ and ⅝″ round bars; tender No. 43/280, bid deadline Sept. 30. Tender documents may be obtained from the Purchasing Dept., Iranian State Railways, Maydane Rah-e-ahan, Tehran.

● **IRAQ**—315 tons of mild steel sheets and plates, size range 1/32″ to 1½″ thick x 4′ to 5′. Tender No. 100/64, bid deadline Aug. 27. The Director General, Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-2363).

● Cold rolled drum sheets—100,000 pcs. 34½″ x 70¼″ x 24 B.G. and 100,000 pcs. 25¼″ x 50¼″ x 24 B.G. Tender No. 34/64, bid deadline Aug. 25. Government Oil Refineries Administration (GORA), Baghdad. Terms and specifications may be obtained from GORA against payment of ID1 ($2.80) per copy. GORA will send the tender documents to the U.S. free of postal charges.★ (Telephone: 202-WO 7-2363).

● 123 tons of mild steel angles, range 6″ x 6″ x ⅝″ x 20′ to 1½″ x 1½″ x 3/16″ x 20′. Tender No. 101/64, bid deadline Aug. 27. Director General Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-2363).

● Barbed wire, 7000 coils military type and 8,000 coils concertina denart barbed wire. Tender No. ORD/38/1964, bid deadline Sept. 30. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2363).

● **NEW ZEALAND**—2925 mild steel plates, size range ⅛″-1⅛″ x 36″-72″ x 6′-24′ to N.Z.R. Specification or British Standard. Tender No. NZR-64/517, bid deadline Sept. 16. New Zealand Government Railways, Comptroller of Stores Office, Private Bag, Wellington, C.1. Tender documents may be obtained from the New Zealand Senior Trade Commissioner, 1145 19th Street, NW., Washington, D.C. 20036.

PAKISTAN—Pig iron; M.S. sheets; bars, rounds flats, blooms and wire for industrial use. Gosien & Co. (agent, importing distributor), 4-B Shahalam Market, Lahore. WTD 6/15/64.

M.S. sheets, bars, rounds, flats, blooms, wire and pig iron. Remington Sports Ltd. (manufacturer, importing distributor), Sialkot, Pakistan. WTD 6/4/64.

Pig iron, M.S. sheets, blooms, flats, bars, rounds and wire. Ally Brothers & Co. (Pakistan) Ltd. (agent, importing distributor), 63 The Mall, Lahore. WTD 6/2/64.

● **UGANDA**—528 steel tires, 30″ dia. on the tread. Bid deadline not stated. Application for tender documents may be made directly to East African Railways and Harbours Overseas Agents, 4 Millbank, London, S.W.I. (UK), or Overseas Purchasing Division, East African Railways and Harbours, P.O. Box 9061, Dar es Salaam, Tanganyika, or P.O. Box 30540, Nairobi, Kenya or P.O. Box 952, Kampala, Uganda. Refer to: Circular No. 15 of Requirements to be Purchased Overseas.

● **VIET-NAM**—Coke for foundry use, 40 metric tons. Specifications: inherent humidity 0.5% max., volatile matter 1.5% max., pure carbon 90% max., specific gravity 0.37-0.51, density 23-32 LB/Ft^3, ash content no higher than 12%, sulphur content 1% or less, large size at least 80% should remain on a 3 inch screen, high heat value of at least 12.500 BTU/LB. Tender No. 1372-23074, bid deadline Sept. 2. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-4685).

332 Iron, Steel Foundries

● **BURMA**—2 sets of 6 forged steel rolls (2 rolls 480 mm. dia. x 1300 mm. barrel length; 2 rolls 475 mm. dia. x 1300 mm. and 2 rolls 470 mm. dia. x 1300 mm.). Also 2 sets of 6 mild hard quality chilled rolls or alloy indefinite chilled rolls—same number and sizes as aforementioned. Tender No. Q/3/13 (5448/5470), bid deadline Sept. 7. General Manager, Steel Mill, Ywama, Insein.★ (Telephone: 202-WO 7-2363).

● **GUATEMALA**—Cast iron pressure pipe and fittings, cast iron irrigation valves for gates for Alliance for Progress Project, Guatemala. Tender No. 21-TF-17-5-64, bid deadline 9 a.m. Sept. 9. Specifications available for $5 by writing (Spanish preferred) to Instituto de Fomento Municipal; INFOM, 6a. Ave. 1-73, Zona 4, 20. piso, Guatemala City.

333 Primary Smelting, Refining of Nonferrous Metals

● **GREECE**—Tin in slabs, 21,000 kgs., Sn. 99.75%, D1N1704. Tender No. 6731, bid deadline Sept. 4. Hellenic State Railways (SEK), Purchasing & Stores Dept., 34 Themistocleous St., Athens.★ (Telephone: 202-WO 7-2298).

● **IRAN**—Babbitt, 5%-10,000 kgs., 10%-2500 kgs., and 80%-1000 kgs., as per specification and relating terms. Tender No. 43/382, bid deadline Aug. 25. Iranian State Railways, Purchasing Dept., Madane Rahe-Ahan, Tehran.★ (Telephone: 202-WO 7-2298).

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **INDIA**—Supply of 245 tons of copper ingots. Tender No. P/SR-5/542/23A/I, bid deadline Aug. 27. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents are available from: India Supply Mission (Ref. No. D/ENQ/1106), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

PAKISTAN—Brass, copper, lead, zinc: ingots sheets, bars and wire, for industrial use, estimated value $50,000. Gosien & Co. (agent, importing distributor), 4-B Shahalam Market, Lahore. WTD 6/15/64.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Builders' hardware, shelf or light; direct purchase and agency. A. W. Hansor Pty. Ltd. (importer, exporter, wholesaler, manufacturer), 629 Church St., Parramatta, N.S.W. WTD 7/6/64.

Builders' hardware, all kinds to supplement present line; direct purchase and agency. W. P. Tresise & Co. Pty. Ltd. (importer, wholesaler), 1905 Malvern Rd., East Malvern, S.E.5, Victoria. WTD 6/19/64.

FRANCE—Patented small tools for special purposes; requests replies in French. Ets. Ch. Montbahut (importer, dealer), 1 Rue Lord Byron, Paris 8e. WTD 3/8/62.

Tools and supplies for glass and mirror making. Ets. Adler (manufacturer, dealer), 102 Faubourg Saint-Denis, Paris 10e. WTD 6/8/62.

GERMANY—Metal and plastic hardware for yachts; price quotations c.i.f. Rotterdam. Laufenburg-Nautic (importer, wholesaler), 12 Kesselstrasse, 4 Duesseldorf. WTD 7/15/64.

PAKISTAN—Cutlery, sterling silver, stainless steel for retail in own shop. Sheikh Brothers, R-2 Nila Gumbad, Lahore. WTD 6/17/64.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Wall mounted central heating units—boilers which also supply hot water—similar to Ascot's "Gas Wall Kettles"; direct purchase and agency. Tech. Handelsonderneming L. van den Broek (importer, wholesaler), Lange Leidsedwarsstraat 124, Amsterdam. WTD 7/22/64.

344 Fabricated Structural Metal Products

● **BURMA**—Fabricated steel parts for Bailey Bridges 17 items, (867 pieces); Tender No. 60/05/63-64 (G), bid deadline Sept. 8. Bids not accepted through local agents. The People's Stores Corp., c/o Foreign Office, 77/91, Sule Pagoda Rd., Rangoon, Burma.★ (Telephone: 202-WO7-3601).

● **KOREA**—Supply of 15 steel transmission towers, six 69 kv, 600 amp. disconnecting switches, 21,662 ball and socket suspension insulators, miscellaneous test equipment. Tender No. KFX-4060-P, bid deadline Aug. 29. Office of Supply, Government of the Republic of Korea, Seoul. A copy of specifications is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **SWEDEN**—Delivery and erection of one 250-350 mw steam boiler plant for thermal power station, superheater outlet pressure alternate (A) 150 alternate (B) 190, steam capacity 900 tons per hour (A) and (B), tender No. P-21, bid deadline Oct. 1. Sydsvenska Kraftaktiebolaget, (South Swedish Power Company), 52 Stora Nygatan, Malmo.★ (Telephone: 202-WO7-4242).

346 Metal Stampings

AUSTRALIA—Insulated lunch pails, regardless of material; direct purchase and agency. A. W. Hansor Pty. Ltd. (importer, exporter, wholesaler, manufacturer), 629 Church St., Parramatta, N.S.W. WTD 7/6/64.

348 Fabricated Wire Products

● **INDIA**—Two, thousand feet, ¾ inch diameter crane chains, wrought iron, or electrically welded mild steel. Tender No. 23/SCC/IDA, bid deadline Aug. 28. Comptroller of Stores, Bombay Port Trust, Mazagaon, Bombay 10.★ (Telephone: 202 WO 7-5589).

349 Fabricated Metal Products

AUSTRALIA—Control valves, all kinds; direct purchase and agency. A. W. Hansor Pty. Ltd. (importer, exporter, wholesaler, manufacturer), 629 Church St., Parramatta, N.S.W. WTD 7/6/64.

NETHERLANDS—Valves for distribution and transmission of natural gas; direct purchase and agency. N. V. Ubel (wholesaler, sales agent), Prins Hendrikkade 134, Amsterdam. WTD 7/22/64.

351 Engines, Turbines

FRANCE—Chrysler industrial motors. Societe Francaise & Americaine d'Automobiles (importer, dealer), 15/17 Rue de Dantzig, Paris 15e.

352 Farm Machinery

VENEZUELA—Portable mechanical milker units; direct purchase and agency. Menco, H. Mendt & Co. S.A. (importer, retailer), Calle 99 No. 10-12, Maracaibo. WTD 4/22/64.

353 Construction Machinery

● **BURMA**—Diesel tracklaying tractors, 100-150 DBHP; wheel type tractor shovel-loader, 100-140 HP, (specifies traxcavator); wheel type tractor front end loaders; trailer mounted compressor, 115-150 CFM; self propelled rock drill equipped with air cooled engine. Quantities not listed, bid deadline not specified. Tender No. FZ-1-135/64. Revolutionary Government of the Union of Burma, Commander Aung Thane, Chief Engineer, State Timber Board, Ahlone, Rangoon.★ (Telephone: 202-WO-7-5566).

FRANCE—Drilling equipment. Direct purchase and agency. A.C.M.—Ateliers de Construction de Materiel pour la Recherche du Petrole (manufacturer), 7 Rue des Freres Lumiere, Cosne-sur-Loire (Nievre). WTD 6/12/63.

Motor-grader and tractor spare parts. Material & Travaux (importer, dealer), 8 Rue Westermeyer, Ivry-sur-Seine (Seine). WTD 8/20/63.

Public works equipment, all kinds. Direct purchase and agency. Materiel & Travaux (importer, dealer), 8 Rue Westermeyer, Ivry-sur-Seine (Seine). WTD 8/20/63.

● **GREECE**—2 truck mounted, rotary cone drills, for taking soil samples, reach 100 meter depth, minimum sample diameter 10 centimeters, capable of driving pipe with drive weight, double acting piston mud pump with 20 imp. gal. min. capacity, 300 lbs. sq. in. pressure driven by gasoline engine mounted on truck. Tender B/483/64, bid deadline Sept. 11. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202-WO-7-5566).

● Supply and installation of 8 electric, warehouse elevators, with 4,000 kilogram capacity. Bid deadline Oct. 1. Port of Piraeus Authority (OLP) Lykiardopoulou Bldg., 6th Floor, Akti Miaouli & II Merarchias St., Piraeus.★ (Telephone: 202-WO 7-5589).

● **INDIA**—10 wheel type tractor shovel-loaders 2½ cu. yd. bucket capacity, 140-150 hp diesel engines, power shift transmission; list of recommended spare parts for 2 years. Tender No. 721/BEAS/PR/51248/A-546, bid deadline Oct. 17. Chief Purchasing Officer, Beas Purchase Organization, P.O. Talwara Township, Disst. Hoshiapur. Tender Documents available free of charge from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008 (Ref. D/Enq/1169).

PHILIPPINES—Mining equipment. Mr. Emilio Viardo, Executive Vice President, Filipinas Consultants & Management Corp. (consultant, manager), 1006 Manhattan Bldg., 415 Nueva, Manila. WTD 3/30/63.

354 Metalworking Machinery

AUSTRALIA—Machines used in automatic car washing business. M. Thompson (automatic car wash), 59 Thorpe St., Indooroopilly, Brisbane, Queensland. WTD 7/14/64.

FRANCE—Electrical hand tools; requests replies in French. Ets. Bisset (importer, dealer), 10 Rue Cail, Paris 10e. WTD 8/13/63.

PAKISTAN—Machine tools: lathes, shapers, planers, drills; hand tools: files, bits, vises, saws; for retail sales in own shop. Sheikh Brothers (importing distributor), R-2 Nila Gumbad, Lahore. WTD 6/17/64.

355 Special Industry Machinery

ECUADOR—Complete installation of machinery for the manufacture of chenille goods, including bedspreads, floor coverings, related articles. Requests catalogs; prices cif Guayaquil. Indutex S.A., (manufacturer), P.O. Box 1361, Quito. WTD 7/22/64.

MEXICO—All kinds of machinery and equipment for dairy industry. Seeks agency for U.S. manufacturers; requests replies in Spanish. Tapas y Cierres Standard, S.A. (importer), Aptdo. Postal 29065, Andromaco No. 61, Mexico 17, D.F. WTD 12/24/63.

NEPAL—Bakery machinery, complete plant, semi-automatic, to operate at an altitude of 4,500 ft. and produce 1 ton of biscuits per 8 hr. shift; flour mill machinery, complete plant including spare parts for 1-yr. from date of operation, to produce 100 bags of refined flour, 100 lb. each in weight, per 8-hr. shift; catalogues and quotations c.i.f. Calcutta desired. Nepal Industrial Development Corp., Juddha Rd., Kathmandu. WTD 11/12/63.

Complete plant to produce 2,000 gross match boxes of 50 sticks each per 8-hr. day. Requests catalogs, quotations c.i.f. Calcutta. Nepal Industrial Development Corp., Juddha Rd., Kathmandu. WTD 11/12/63.

PAKISTAN—Small knitting machines for use by individuals. Sheikh Brothers (importing distributor), R-2 Nila Gumbad, Lahore. WTD 6/17/64.

Sugar mill plant; fruit juice and concentrates plant; cement plant. Ally Brothers & Co. (Pakistan) Ltd. (agent, importing distributor), 63 The Mall, Lahore. WTD 6/2/64.

● **URUGUAY**—Four, 20,000 liters per hour milk receiving plants. Tender No. 172, bid deadline Sept. 28. Specifications available in Spanish only. Cooperativa Nacional de Productores de Leche, Departamento de Compras Generales, Calle Nueva York 1629, Piso 3, Montevideo.★ (Telephone: 202-WO 7-5589).

VENEZUELA—Ink rollers; matrices, type; printing presses, gravure, all types; presses, letter, all types. Senda Avila, C. A. (printing shop), Miguelacho a Tracabordo 106, Caracas. WTD 5/11/64.

Wishes to represent a company manufacturing stainless steel milk cooling tanks, 200 to 1000 liter capacity; direct purchase and agency. Menco, H. Mendt & Co. S.A. (importer, retailer), Calle 99 No. 10-12, Maracaibo. WTD 4/22/64.

356 General Industrial Machinery

FRANCE—Small compressors for paint spraying guns; requests replies in French. Ets. Bisset (importer, dealer), 10 Rue Cail, Paris 10e. WTD 8/13/63.

● **THAILAND**—One salt bath furnace for hardening high speed tool steel. Tender No. 07313, bid deadline Sept. 1. The Highways Department, Phya Thai, Bankok.★ (Telephone: 202-WO 7-2723).

● **TURKEY**—One induction melting machine, one electric holding furnace, one centrifugal casting machine. Tender No. 3001-569, bid deadline Sept. 1. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul, (Materials Purchasing Dept., Turkish Maritime Bank).★ (Telephone: 202-WO 7-2723).

357 Office, Computing, Accounting Machines

FRANCE—Blue printing and offset printing equipment; calculating machines and other office machines. Dactylos-Printess-Planocop (importer, dealer), 9 Rue de Chateaudun, Paris 9e. WTD 4/29/63.

● **GREECE**—25 portable hand-operated calculators 8 x 8 x 13 and 15 electric calculators 10 x 10 x 20. Tender No. B/501/64, bid deadline Sept. 28. Ministry of Commerce, State Purchases Directorate "B", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-4379).

361 Electric Transmission, Distribution Equipment

● **KOREA**—Supply of two 100 kw silicon rectifiers. Tender No. KFX-4066-P, bid deadline Aug. 28. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO7-4242).

● **TRINIDAD, W.I.**—Supply of one 3-MVA, 33,000/12,000 volt, 3 phase transformer. Bid deadline Aug. 24. Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain.

362 Electrical Industrial Apparatus

● **BURMA**—One semi-portable 300 amps AC welding transformer. Quotation No. 251/BSO/171/3, bid deadline Sept. 15. The General Manager Burma Railways Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202—WO 7-5652).

FRANCE—Photo-electronic driven systems for lighting or industrial purposes. Direct purchase and agency. Apacel (importer, dealer), 90 Ave. des Ternes, Paris 17e.

Electronic equipment to be used in electronic and chemical industries; requests in French. Direct purchase and agency. Technation (trader in building materials), 113 Rue Lamarck, Paris. WTD 9/14/63.

● **SOUTH AFRICA**—Delivery and erection of one diesel-generator, diesel to be 4 stroke, 750 rpm, 225 brake h.p., 50 cycle, 3-phase water cooled, coupled to generator, 150 kw, 750 rpm. Also transfer two Lister-Blackstone diesel engines to new plant and furnish one 150 kw, 50 cycle, 3-phase 750 rpm generator and one 100 kw, 50 cycle, 3-phase 750 rpm generator to be coupled with the two Lister-Blackstone diesel engines plus auxiliary equipment. Specification No. 34.62.01, bid deadline Aug. 28. Town Clerk, Township Authority Offices, P.O. Box 201, Francistown. One copy of tender for review only, Power & Electrical Equipment Division, Rm. 4124, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

VENEZUELA—Gasoline engine driven generator sets; direct purchase and agency. Menco, H. Mendt & Co. S.A. (importer, retailer), Calle 99 No. 10-12, Maracaibo. WTD 4/22/64.

364 Electric Lighting, Wiring Equipment

CANADA—Lamps suitable for gift shop department of general store. Gagnon Freres Meubles, Studio Roland Delisle (importer, retailer), 400 Racine St. East, Chicoutimi, P.Q. WTD 7/24/64.

FRANCE—Lighting fixtures, residential; stylish glass pendants and related decorative articles suitable for sale in France. Direct purchase and agency. Marcel Delmas (manufacturer, wholesaler, exporter), 60ter Ave. Gambetta, Montauban, Tarn-et-Garonne. WTD 10/17/63.

● **KOREA**—Supply of one 115 volt, 1,000 watt aluminum rotating beacon. Tender No. KFX-4069-S, bid deadline Aug. 28. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4242).

VENEZUELA—Photo flash, photo flood and other photographic lamps and lighting equipment. Exclusive distributorship; requests replies in Spanish. Tecnifot, C.A., Edificio Central (importer, sales agent), Piso 5, Esquina Las Ibarras, Ave. Urdaneta, P.O. Box 6844, Caracas. WTD 5/28/64.

366 Communication Equipment

● **GREECE**—Supply of 7,000 relay repeaters at an estimated value of $340,000. Tender No. 6343, bid deadline 9/22/64. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

● Supply of 23,000 units 10-pair distribution boxes and 20,000 units 2-pair distribution boxes at an estimated value of $160,000. Tender No. 6334, bid deadline 9/23/64. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

367 Electronic Components, Accessories

AUSTRALIA—Direct current defibrillator and other electronic medical equipment; direct purchase and agency. Both Equipment Ltd. (importer, exporter, wholesaler, manufacturer), 52 Alfred St., Milsons Point, N.S.W. WTD 7/24/64.

369 Electrical Machinery, Equipment, Supplies

● **IRAQ**—Supply of two diagnostic X-ray units consisting of X-ray generator, tube and control table; horizontal Bucky table tube stand; X-ray accessories. Tender No. 18/64, bid deadline Oct. 4. Terms and specifications may be obtained from Central Foreign Purchasing Board, Ministry of Finance, Baghdad upon payment of $5.60 plus 70 cents mailing charge.★ (Telephone: 202-WO 7-4379).

371 Motor Vehicles, Motor Vehicle Equipment

ALGERIA—Hydraulic starters; diesel injection equipment; maintenance equipment; hydraulic jacks; hydraulic brakes; electric pulleys; batteries. A.F.A.T.A. (SAEMAF) (importer, retailer, agent), 39 Rue des Fusillés du 17-5-57, Algiers. WTD 7/18/64.

FRANCE—Dodge truck spare parts. Societe Francaise & Americaine d'Automobiles (importer, dealer), 15/17 Rue de Dantzig, Paris 15e.

PHILIPPINES—Automotive spare parts. Direct purchase and agency. Anacleto Lao (importer, wholesaler), 533 Asuncion, Manila. WTD 6/10/63.

373 Ship, Boat Building, Repairing

VENEZUELA—Fishing boats, both self propelled and non-propelled. Miguel Angel Convit (importer), Ave. Manuel Felipe Tovar, No. 40, San Bernardino, Caracas. WTD 5/28/64.

380 Professional, Scientific, Controlling Instruments

NETHERLANDS—Industrial gas ignition and safety control equipment, temperature pressing and flow control, equipment for heating and concrete ready mix trucks. Imbema—Holland N.V., 5-7 Mauritsstraat, Haarlem. WTD 7/23/64.

381 Engineering, Laboratory, Scientific, Research Instruments

FRANCE—Electronic aircraft equipment; aircraft navigational instruments. S.E.R.I.M.A.—Societe d'Entretien & de Reparation Industrielle de Material Aeronautique (repair and maintenance of aeronautical equipment), 2 Quai Gallieni, Suresnes (Seine). WTD 9/23/63.

● **INDIA**—One analytical balance, 100 gram capacity, scale range—10 mg., scale division—0.01 mg. by means of vernier. Must be treated to operate in tropical areas without loss of accuracy. Tender No. SMH-3/16067/P/I/428, bid deadline Aug. 28. Terms and specifications in English. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi, India.★ (Telephone: 202-WO 7-2312).

● 12 triple beam balances, 1500 grams capacity. Tender No. 693/Beas/PR/51059/SDOI, bid deadline Sept. 7. Terms and specifications in English. T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab, India. Tender documents available free of charge from India Supply Mission, Washington, D. C. 20008, Ref. D/Enq/1156.

● **UAR**—Supply of laboratory and field soil-testing instruments and apparatus, including equipment for extracting samples, devices for determining the physical properties of cement, and apparatus for performing tests on soil to determine such properties as compression, shear, penetration, consolidation, plastic limit, shrinkage limit, specific gravity, permeability, etc. Tender W. W. 130, bid deadline September 5. Terms and specifications in English. Inspector General of Ways and Works, Egyptian Railways, Rames Square, Cairo, U.A.R.★ (Telephone: 202-WO 7-2132).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Automatic control devices, thermostatic and pressure control. Direct purchase and agency. Pro-Techna (importer, agent), 33/35 Ave. Castelnau, Drancy (Seine). WTD 8/14/63.

Professional electronic equipment and parts;

also equipment for nuclear, astronautic and aeronautic industries. Ste. des Produits pour l'Industrie & l'Agriculture (SPIA) (importer, dealer), 11 Rue de Provence, Paris 9.

384 Surgical, Medical, Dental Instruments

FRANCE—Medicinal and surgical apparatuses. Direct purchase and agency. Labomatic (importer, wholesaler), 8 Rue de Penthievre, Paris 8e. WTD 5/20/63.

● **INDIA**—Electro-surgical high frequency diathermy unit, 200 watts maximum for operation on 220 v., 50 cycles, A.C. Tender No. 697/Beas/Pr/53814/H-89, bid deadline Sept. 21. Terms and specifications in English. T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Distt. Hoshiarpur, Punjab, India. Tender documents available free of charge from India Supply Mission, Washington, D. C. 2008, Ref. D/Enq/1157.

386 Photographic Equipment

FRANCE—Photocopying. Dactylos-Printess-Planacop (importer, dealer), 9 Rue de Chateaudun, Paris 9e. WTD 4/29/63.

Photocopying chemical products; photocopying paper and supplies, also those for electro-statical process. Direct purchase and agency. Caram (importer, wholesaler), 71/77 Rue du Theatre, Paris 15e. WTD 5/20/63.

Photocopying machines and equipment; also those for electrostatical process. Direct purchase and agency. Caram (importer, wholesaler), 71/77 Rue du Theatre, Paris 15e. WTD 5/20/63.

Special papers for photocopy. Dactylos-Printess-Planocop (importer, dealer), 9 Rue de Chateaudun, Paris 9e. WTD 4/29/63.

NETHERLANDS—Photocopying apparatus on ammonia basis; requests replies from manufacturers only. Fa. P.M.M. van de Kamp & Zonen, C.V. (manufacturer, importer), 36 Wegastraat, The Hague.

VENEZUELA—Dark room equipment, photofinishing machines, prepared photographic chemicals, photographic lighting equipment, flash units, motion picture cameras. Exclusive distributorship; requests replies in Spanish. Tecnifot, C.A., Edificio Central (importer, sales agent), Piso 5, Las Ibarras, Ave. Urdaneta, P.O. Box 6844, Caracas. WTD 5/28/64.

387 Watches, Clocks, Parts

PAKISTAN—Wrist watches, pocket watches, alarm clocks, grandfather clocks. Sheikh Brothers, R-2 Nila Gumbad, Lahore. WTD 6/17/64.

391 Jewelry, Silverware, Plated Ware

CANADA—Stainless steel cutlery of Scandinavian or other type suitable for gift shop merchandise. Gagnon Freres Meubles, Studio Roland Delisle (importer, retailer), 400 Racine St. East, Chicoutimi, P.Q. WTD 7/24/64.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Toys, paint-by-numbers sets and do-it-yourself toy kits. West Chermside Chemists, 74 Basnett St., West Chermside, Brisbane, Queensland. WTD 7/20/64.

FRANCE—Toys, all kinds. Direct purchase and exclusive agency. Albanel & Cie (importer, dealer), 18 Rue Marc Antoine Petit, Lyon (Rhone). WTD 8/13/63.

PAKISTAN—Fishing rods, hooks for sea, deep sea, river fishing. Sheikh Brothers (importing distributor), R-2 Nila Gumbad, Lahore. WTD 6/17/64.

VENEZUELA—Baits, artificial; fishing pail; floats; hooks; canes; rods; nets; reels; spears; traps; requests replies in Spanish. Miguel Angel Convit, Ave. Manuel Felipe Tovar, 40, San Bernardino, Caracas. WTD 5/28/64.

395 Pens, Pencils, Office, Artists' Materials

PAKISTAN—Writing paper, envelopes, fountain pens, ball point, pen, pencils, and in sets for retail in own shop. Sheikh Brothers (importing distributor), R-2 Nila Gumbad, Lahore. WTD 6/17/64.

● **VIET-NAM**—Carbon paper in spools, 9 metric tons, various widths. Tender No. 1373-24074, bid deadline Sept. 2. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-4379).

399 Manufacturing Industries

FRANCE—Gift articles and novelties, all kinds; fancy articles for men. Direct purchase and agency. Sisley (importer, dealer), 60 Bld. Diderot, Paris 12e. WTD 8/12/63.

Display equipment and accessories for shops. Direct purchase and agency. Ets. Adler (manufacturer, dealer), 102 Faubourg Saint-Denis, Paris 10e. WTD 6/8/62.

561 Men's, Boys' Furnishings

PAKISTAN—Haberdashery, all kinds. Sheikh Brothers (importing distributor), R-2 Nila Gumbad, Lahore. WTD 6/17/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—N.J.P. Joyce, representing Accounting Aids Pty. Ltd. and A.A. Hospital Equipment Co., 210 Australia St., Newtown, interested in: obtaining agency agreements, negotiating rights to manufacture and/or sell specialized equipment on the Australian market such as **office machines, general office equipment, office furniture, hospital** and **laboratory equipment**. Mid-August via Honolulu for about 3 weeks. c/o Continental Illinois National Bank & Trust Co., 231 S. LaSalle, Chicago, Illinois. Itinerary: Chicago, August 24-27; New York, August 31-September 4; Boston, September 7-8.

CEYLON—W. P. Fernando, representing United Tractor & Equipment, Ltd., 457 Union Place, Colombo, interested in **earthmoving equipment.** Mid-August via New York for 2 to 3 weeks. c/o Caterpillar Tractor Co., 630 Fifth Ave., New York, N.Y. Itinerary: New York; Suffield, Ohio; Chicago; Denver; San Francisco; Peoria, Illinois.

DENMARK—Messrs. Harry H. Zilstorff and Helge Viskum, representing Faellesforeningen for Danmarks Brugsforeninger (The Danish Co-operative Wholesale Society), F.D.B., Vejan Division, Arnfredsvej, Vejen, interested in studying U.S. wholesale and retail operations with emphasis on the **construction of warehouses and retail shops; office and warehousing techniques; personnel management; voluntary chains.** September 1 via New York for 5 to 6 weeks. c/o Department of Commerce, 61st Floor, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Washington, Dayton, Chicago, Minneapolis, San Francisco, Los Angeles.

ECUADOR—Fabian Eguiguren, representing Industrias Eguiguren Anonima, Avenida Orellana 295, P.O. Box 2776, Quito, interested in importing **cotton** or **gabardine fabrics,** of printed or plaid design, for the manufacture of children's clothing, such as boys' sport shirts, girls' knit cotton slacks and blouses, boys' and girls' gabardine slacks; also interested in discussing with U.S. firms the **possibility of manufacturing children's clothing under license in Ecuador.**

FRANCE—Bernard Sordet, Engineer, 7, Rue Saint-Honore, Roubaix, Nord, representing Union des Industries Textiles, 10 rue d'Anjou, Paris (8eme), a French union of all trade associations of textile manufacturers, interested in **contacting principal U.S. manufacturers and users of textile machinery as well as trade associations** for purpose of obtaining information on: **(1)** textile machinery including technical aspects, construction, marketing of preparation, spinning, weaving, knitting, dyeing and finishing machinery; **(2)** equipment used by U.S. manufacturers; **(3)** U.S. textile industry in general (production, investments, etc.) in order to prepare a report on U.S. textile equipment which will be the first one published for use by French industry with a view to importing equipment. August 15 via New York for 6 to 8 weeks. c/o French Consulate General, 610 Fifth Ave., Rm. 310, New York, N.Y. Itinerary: New York; Boston; Washington; Charlotte and Raleigh, N.C., Greenville, S.C., Atlanta, Ga.

ISRAEL—Mr. F. Chazanowitz, representing Serafon, Resinous Chemicals Corp., Ltd., Rehovoth, interested in establishing contacts with U.S. firms and would like to visit factories using the **flocking process.** Aug. 26 to Sept. 14 via New York. c/o Hotel Belleclaire, Broadway & 77th St., New York, N.Y.

NETHERLANDS—Mr. G. D. Doesburg, representing N.V. Eubisfa, 2, Wilhelminastraat, Hilversum, interested in obtaining **licensing rights or** entering into a **joint venture for the manufacture of deep frozen foods except fish, meat and poultry.** Sept. 1 via New York for 3 to 4 weeks. c/o Department of Commerce, 61st Floor, Empire State Bldg., 350 Fifth Ave., New York, N.Y.

PAKISTAN—S. A. Rahim, Managing Director, S. Mohammad Din & Sons Ltd., Shabdara Mills, Lahore, manufacturer of electric fans and electric motors, interested in: **(1)** obtaining **raw materials such as electrical steel sheets, pig iron, insulating material, wire; (2)** exploring possibilities of buying **machinery** and obtaining **technical information for manufacturing air conditioners, refrigerators** and of seeking **joint venture for manufacture of these commodities.** First week Sept. via San Francisco for 2 weeks. c/o Magnetic Steel-Alloy Corp., 3125 East Larned St., Detroit 7, Michigan. Itinerary: San Francisco, Los Angeles, Washington, Chicago, New York.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only is specified.

204 Grain Mill Products

PHILIPPINES—Animal feeds, specifically fishmeal, soybean meal, meatmeal, bonemeal. Republic Feeds Milling (manufacturer), 2514 Rizal Ave., Manila.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

VENEZUELA—Dress material, fancy designs and other types for manufacturing clothing. Almacenes Marisela, C.A. (importer), Marcos Parra a Pedrera 34, Ave. Universidad, Caracas. WTD 7/6/64.

225 Knitting Mills, Products

GRENADA—Men's hose; cotton vests; men's, women's, misses', boys' underwear. Caribbean Agencies (Grenada) Ltd. (commission agent), P.O. Box 36, St. George's. WTD 2/12/64.

229 Textile Goods

GRENADA—Cotton, rayon, nylon and terrylene piece goods. Caribbean Agencies (Grenada) Ltd. (commisison agent), P.O. Box 36, St. George's. WTD 2/12/64.

232 Men's, Youths', Boys' Furnishings

GRENADA—Readymade trousers, wrangler jeans. Caribbean Agencies (Grenada) Ltd. (commisison agent), P.O. Box 36, St. George's. WTD 2/12/64.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Dresses, suits and coats for women; requests replies in French. Societe Nouvelle Alice Munschy (manufacturer), 34 Rue Richer, Paris 9e.

234 Women's, Misses', Children's, Infants' Under Garments

FRANCE—Women's underwear; requests replies in French. Ets. Amigues (manufacturer), 25 Bld. de Strasbourg, Paris.

GRENADA—Women's and children's lingerie. Caribbean Agencies (Grenada) Ltd. (commission agent), P.O. Box 36, St. George's. WTD 2/12/64.

240 Lumber, Wood Products

FRANCE—Softwoods, hardwoods, plywoods, veneers, chipboards. Ets. Sherringham (timber agent), 71 Rue Raynouard, Paris 16e. WTD 1/25/63.

283 Drugs

THAILAND—Patent medicines, all kinds. Newfoundland Pharmaceutical Co., Ltd. (importer, wholesaler, manufacturers' representative), 869/11-12 Petchburi Rd., Bangkok. WTD 9/25/63.

314 Footwear, Except Rubber

FRANCE—Men's, women's and children's shoes. AGEFAR-Agence Generale de Fabrique & de Representation (importer, exporter, commission merchant), 12 Rue Chabanais, Paris 2e. WTD 9/6/63.

331 Steel Mill Products

BRAZIL—Stainless steel sheets; special steel for cutting tools. Comércio de Ferros e Ferramentas Centrofer Ltda. (wholesaler, agent), Caixa Postal 3105, São Paulo. WTD 7/23/64.

342 Cutlery, Hand Tools, General Hardware

NIGERIA—Builders' hardware; general hardware; hand tools. F. U. Anyanwu & Sons Co. Ltd. (importer, wholesaler), 40/43 Aggrey Rd., P.O. Box 159, Port Harcourt. WTD 7/13/64.

349 Fabricated Metal Products

CANADA—Butterfly valves; requests replies from manufacturers only. C. O. Monat & Co., Ltd. (manufacturers' representative), 6520 Park Ave., Montreal 8, Quebec. WTD 10/7/63.

353 Construction Machinery

SOUTHERN RHODESIA—Industrial rubber tired tractors ranging from 75 h.p. to 250 h.p. More Wear Industries (Rhodesia) (Pvt.) Ltd. (manufacturer, merchant), P.O. Box 2199, Salisbury. WTD 7/28/64.

354 Metalworking Machinery

NETHERLANDS—Metal cutting tools, quality products, new design and development. Exclusive agency desired. Requests replies from manufacturers only. Reinhardt & Co. (importer, wholesaler), 6 Laan van Middenburg, Voorburg (Z.H.).

355 Special Industry Machinery

NETHERLANDS—Machinery and equipment for manufacture of plastic products, processing or related equipment; requests replies from manufacturers only. Reinhardt & Co. (importer, wholesaler), 6 Laan van Middenburg, Voorburg (Z.H.).

356 General Industrial Machinery

GREECE—Ball bearings, spare parts; requests replies from manufacturers only. Leonidas Valmas (sales agent), 3 Xenias St., Athens. WTD 8/14/63.

SPAIN—Packaging, wrapping machines, all types, for merchandise and equipment of various kinds. Desires exclusive agency. Requests replies in Spanish. Representaciones Internacionales (agency), Virgen de Lourdes 6, Madrid. WTD 7/23/64.

363 Household Appliances

FRANCE—Small household electrical appliances, such as: coffee grinders and makers; food mixers, juice extracters; toasters; kitchen gadgets of new types; requests replies in French. Pierre Lamarque (sales agent), 1 Chemin de Soust, Pau, Basses-Pyrenees. WTD 11/29/63.

385 Ophthalmic Goods

FRANCE—Optical equipment; requests replies in French. Les Appareils Controleurs (manufacturer, dealer), 44 Rue de Chanzy, Paris 11e.

386 Photographic Equipment

FRANCE—Photographic and movie equipment; requests replies in French. Les Appareils Controleurs (manufacturer, dealer), 44 Rue de Chanzy, Paris 11e.

593 Antique Stores, Second Hand Stores

UGANDA—Secondhand clothing, all kinds. Bhaloo Emporium (importer), P.O. Box 2498, Kampala. WTD 7/22/64.

739 Business Services

AUSTRALIA—Firm wishes to establish contact with a U.S. firm or firms to act as Australian agent, subcontractor, to call tenders on work for U.S. firms in Australia, for construction, engineering and consulting services. Linetech Industrial Services Pty. Ltd. (representative), Podesta House, Evelyn St., Newstead, Brisbane, Queensland. WTD 7/21/64.

Leads for Importers

149 Nonmetallic Minerals

AUSTRALIA—Rough cut opals, sapphires. D. Halpin & I. McCracken, 323 George St., Brisbane, Queensland. WTD 7/16/64.

201 Meat Products

FRANCE—Goose liver paste, canned ham. Ets. Porfin, 21 Rue du Bouloi, Paris 1er. WTD 8/5/63.

209 Food Preparations

INDIA—Curry powder, mango nectar, exotic squashes, syrups, jellies. Corn Products Co. (India) Private Ltd., Shree Niwas House, Waudby Rd., P.O. Box 994, Bombay 1. For descriptive literature write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230.

212 Cigars

GERMANY—Cigars, cheroots. Agency and/or direct purchase. Kessing & Thiele, Postfach 606 or 14-16 Philippstrasse, 498 Buenda/W. WTD 7/20/64.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Dresses, suits and coats for women. Societe Nouvelle Alice Munschy, 34 Rue Richer, Paris 9e. Replies requested in French. WTD 8/23/64.

249 Wood Products

MOROCCO—Raw cork. Available from next crop beginning November. Etablissements Tawfik S.A., 34 Ave. du Chellah, Rabat. Request replies in French. WTD 1/27/64.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Toilet preparations, including anti-

allergic specialties: "Aqua-Derma" skin-beauty lotion, anti-wrinkle, cleanser; "Vitanic" hair and scalp reconditioner and dandruff cleaner; "Vita-Soap" acid and oxygenating foam soap; "Anhydrosic" a deodorant face and massage tonic lotion; and "Vita-Skin" after-shave, anti-insect preparation. Direct or through agents. Aqua-Derma, 71 Rue de Colombes, Asnieres, pres Paris, Seine. WTD 11/19/63.

314 Footwear, Except Rubber

MALTA—Footwear. Zammit La Rosa and Co., Atlas Works, San Antonio St., Balzan, Malta. WTD 7/22/64.

322 Glass, Glassware

YUGOSLAVIA—Table glassware, crystal, laboratory glass at low prices, high quality, machine and hand blown. Firm accounts for over 70% of Yugoslav glass exports. Kemija-Impex, Titova 25, Ljubljana, Yugoslavia, P.O. Box 418. WTD 7/15/64.

352 Farm Machinery

NEW ZEALAND—Manufacturer of agricultural and other machinery including rotary scythes, grass cutters, silage trailers, concrete mixers seeks agents or distributors. For additional information write: Managing Director, Monro Foundaries Ltd., P.O. Box 15018, New Lynn, Auckland, or to the New Zealand Government Senior Trade Commissioner, Suite 306, 1145-19th St., N.W., Washington, D.C.

355 Special Industry Machinery

FRANCE—Motor driven winches and cable way carriages for forests. Requests replies in French. Cable Lasso France, 159 Rue de Mulhouse, Saint-Quentin (Aisne). WTD 1/25/61.

361 Electric Measuring Instruments, Test Equipment

FRANCE—Precision cobuloscopes, voltmeters, control instruments used in the manufacture of radios. Audiola 150 Ave. de Saint-Ouen, Paris 18e. WTD 5/15/63.

364 Electric Lighting, Wiring Equipment

FRANCE—Lighting fixtures, artistic and decorative articles of various types for home use, including: solid brass, bronze or copper art chandeliers with hand-cut crystal prisms; decorative wall and ceiling lighting fixtures and brackets; ancient and modern-style lanterns; lamps; lampshades, decorated. Direct or through agents. Marcel Delmas, 60ter Ave. Gambetta, Montauban, Tarn-et-Garonne. WTD 10/17/63.

371 Motor Vehicles, Motor Vehicle Equipment

FRANCE—Automobile space parts for Simca, Fiat, Citroen. Requests replies in French. A. Salvi, 24 Rue Anatole, France, Levallois (Seine). WTD 6/12/63.

386 Photographic Equipment

FRANCE—Photography and movie accessories. Requests repiles in French. Gitzo S.A., 22 Rue de la Pointe d'Ivry, Paris 13e. WTD 8/7/63.

391 Jewelry, Silverware, Plated Ware

SPAIN—Large assortment of sterling silver flat and holloware for domestic use. Interested in appointing agents. Pasgorcy, S.A., Pradillo 52, Madrid (2). WTD 7/24/64.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Stuffed animals with outer covering of kangaroo fur: koala, kangaroo, wallaby, platypus. Koala & Joey Toys Pty. Ltd., 23 Loch St., West End, Brisbane, Queensland. WTD 7/27/64.

CANADA—Hockey gauntlets, pads, shin guards. Title Products Ltd., 3435 Metropolitan Blvd., East, Montreal 38, Quebec. WTD 5/31/63.

Construction Projects

BRITISH HONDURAS—Corozal Sugar Factory Ltd., a subsidiary of the British firm of Tate & Lyle Ltd., plans a **three phase expansion program** in the Orange Walk District. Scheduled to start within the next 30 to 45 days, **phase one** calls for the erection of **10 to 15 concrete staff houses** estimated to cost approximately $20,000 each.

Phase two covers the construction of **auxiliary buildings.** A general store, machine shop and tractor service and repair building are to be of pre-fabricated steel. An engineer office and laboratory, general office and clinic will be of concrete.

Phase three will be the construction of a **sugar mill** building and installation of milling equipment, including power plant, boilers, evaporators and centrifugals. The expected cost of phase two and three is over $6 million.

Tenders will be invited for all phases. For the first two phases, inquiries are to be directed to Corozal Sugar Factory Ltd., Corozal District, British Honduras. Tenders for phase three will probably be handled by the London Office of Tate & Lyle Ltd.

JORDAN—The Jordan Development Board has signed a contract with Austro-Plan, an Austrian institution, to **study** the feasibility of a **sugar refinery** in Jordan. The study will include an investigation of the suitability of locally produced sugar beets and the feasibility of expanding sugar beet production in Jordan.

NIGERIA—The **Niger Dam Authority** has announced the **award of contracts** for electrical and mechanical equipment for installation at the Kainji Dam. The largest, for the supply and erection of four 100,000-bhp adjustable blade propeller turbines valued at $5.6 million, went to English Electric Company, Ltd. Contracts went to Allmanna Svenska Elektriska A. B. of Sweden for four 80-mw generators costing $3.92 million, and three 170 mva generator transformers at a cost of $840 thousand. Voest of Austria will supply intake gates at a cost of $800 thousand and spillway gates costing $590 thousand.

The English Electric contract will be financed under the £5 million British contribution to the Kainji Dam project. The other contracts will probably be covered by the IBRD loan of $82 million, which was signed in Washington, July 7.

NIGERIA—The Nigerian Railway Corporation has awarded a contract for the purchase of 29 new **diesel locomotives** to Associated Electric Industries Ltd. of the United Kingdom. The purchase, totalling $6.44 million, is to be financed by the British government under its 1962 Commonwealth Assistance loan to Nigeria.

SAUDI ARABIA—Proposals and designs for the **expansion and modernization of Jidda Harbor** are expected to be presented soon by the British consultant firm of Sir William Halcrow and Partners. International bidding will be invited for construction of works, for dredging and for supply of equipment.

Interested U.S. firms are advised to send a resume (correspondence in English will be acceptable) of past experience in foreign countries, brochures and other descriptive materail to Mr. Shaykh Faysal Shuhayl, Director of Ports, Ministry of Communications, Riyadh.

SPAIN—The Council of Ministers has approved a plan to **complete and improve** the **airports** at Barcelona, Madrid, Palma, Malaga, and Las Palmas, with the principal effort to be at Barcelona where there is to be an investment of more than $17 million. Announcement is expected soon on port improvement projects, estimated to cost more than $60 million without counting the Bonanza Canal near Seville.

SYRIA—The Directorate of Railway Construction reportedly will soon request bids for an **88 kilometer link between Lattakia and Jisr el Shughur.** The cost of this construction, including grading, 10 viaducts and 5 tunnels is estimated at $20 million.

INTERAGENCY FAIRS

Interagency trade fairs have been staged by the U.S. Department of Commerce since 1954. These are industrial and cultural displays sponsored by the Department's Bureau of International Commerce in cooperation with the Departments of State and Labor and the U.S. Information Agency. Thus far, BIC has staged 144 interagency trade fairs in 43 countries on 4 continents. Fourteen ex-exhibitions are scheduled for 1964—from Algeria to Tanganyika, from Bulgaria to Uruguay. Ninety-seven million people have visited these exhibitions, making purchases totaling $8.9 million in U.S. goods and services.

FIELD OFFICES

The Field Offices of the U.S. Department of Commerce, with the cooperation of the National Export Expansion Council and the 39 Regional Export Expansion Councils, have brought more than 3,000 business firms that have never before sold abroad into export trade. The more than 1,000 members of these councils have worked closely with the Field Offices in the Target 10,000 Program proposed by the 1963 White House Conference on Export Expansion. The council members support export conferences, seminars, and workshops set up by U.S. Department of Commerce Field Offices throughout the country.

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Calendar

August

18—Foreign Traders Association of Philadelphia, Inc., dinner and general meeting, 6:30 p.m., Sheraton Hotel, **Philadelphia, Pa.**

20-21—Francis Foley, Assistant Commercial Attache, Vienna, Austria, Available for conferences, Chicago Field Office, 219 S. Dearborn St., **Chicago, Ill.**

25—"Show You" In Office workshop for new exporters. Sponsors: St. Louis REEC, World Trade Club, Chamber of Commerce Field Office, **St. Louis, Mo.**

25—"In-Office" Conference for 6-8 firms—program to include 3 from exporting services, Department of Commerce Detroit Field Office personnel, Federal Bldg., **Detroit, Mich.**

25-28—Maine Products Show, **Portland, Me.**

27—Regional Conference of combination export managers, export distributors, intermediary exporters. Noon, Mid-Day Club, Union Commerce Bldg., **Cleveland, Ohio.**

September

8—Opening session of series of 7 biweekly "Show You" In Office workshops St. Louis Field Office, **St. Louis, Mo.** Sponsors: Sales & Marketing Executives Association in cooperation with St. Louis REEC.

10—In-office meetings, Chicago Field Office, 219 S. Dearborn St., **Chicago, Ill.**

15—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.**

16—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

16-17—Committee for American Steamship Lines, Blackstone Hotel, **Chicago, Ill.**

17—International Trade Club of Chicago, Sherman House, **Chicago, Ill.**

21-24—International Iron and Steel Exposition, Cleveland Mall Convention Center, **Cleveland, Ohio.** Sponsor; Association of Iron and Steel Engineers.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, Ill., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: RIverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

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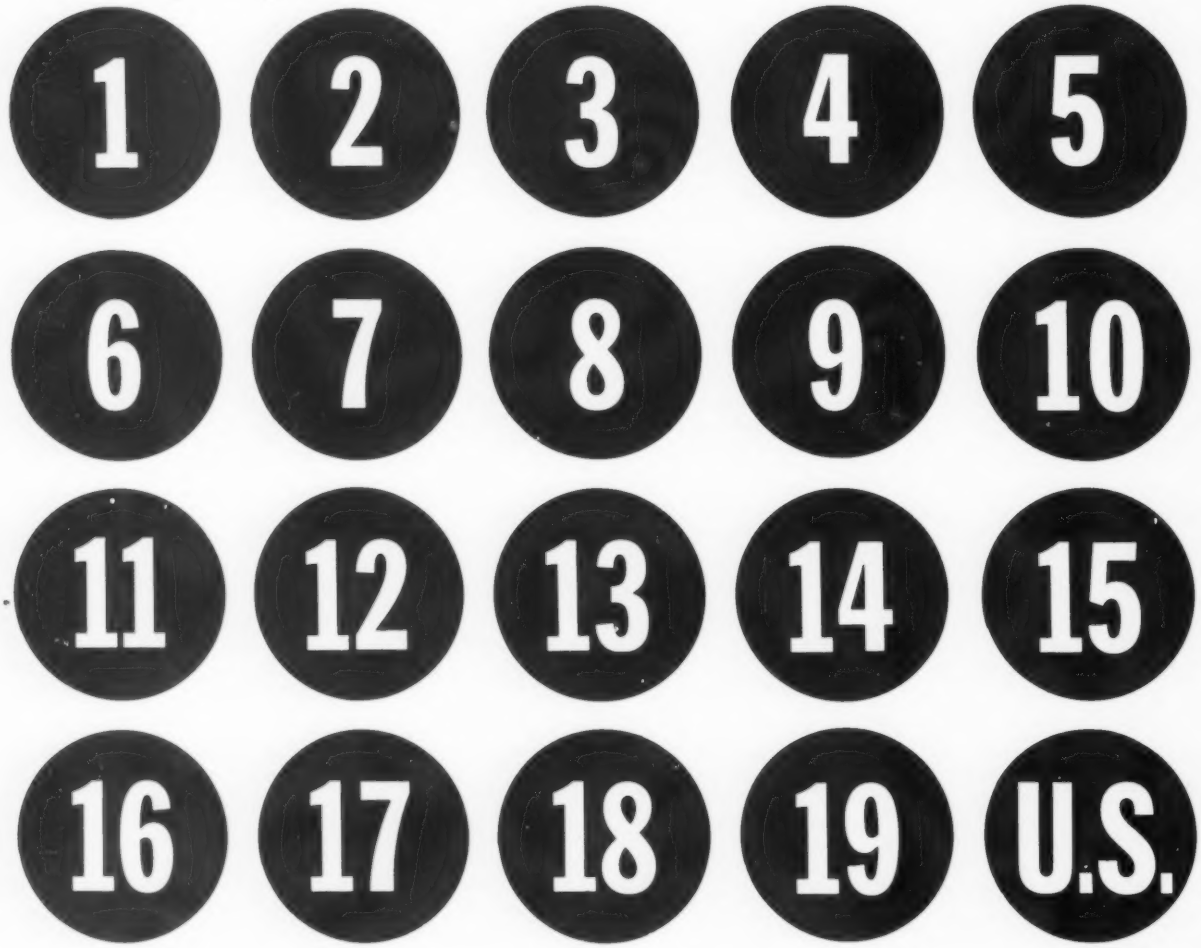

Most Americans assume that the U.S. leads the world in most things

but read page 2 of this issue for news of an area where we're not doing so well . . . where we're 20th in a field of 20.

Then plan to do all you can in your own firm to help us lift ourselves by our cargo slings to 19th . . . 18th . . . 17th . . . or FIRST PLACE. We'll be glad to help you. Just ask us, or any Commerce Field Office.

U.S. DEPARTMENT OF COMMERCE / Bureau of International Commerce